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February 4, 2005 Volume 27 Number 05 www.processor.com



Keeping Your Staff Happy

Focusing On Retention Pays Off, In More Ways Than One

 $by\ Elizabeth\ Millard$

ALTHOUGH THE DOT-COM ROLLERCOASTER seems to have come to a gentle glide back to market normalcy, the need for cracker-jack IT people will always remain a constant. Most IT and data center managers are continually on the watch for talented people who've thrown a resume onto Monster.com, but focusing on hiring is only half of having a good staff in place.

A recent report from research firm META Group found that as the economy improves during the next year, key IT employees will seek "greener pastures" in their employment. The firm also reported that salary inflation will drive up labor costs through 2007, meaning that small and medium-sized enterprises could be shelling 10% to 15% more for salaries within the next few years.

For companies that want to keep employees from wandering away, and put a lid on salary costs at the same time, META recommends developing staff retention programs that keep employees happy, and as a result, at their desks.

Making An Investment

"Most of our IT employees don't care that much about money," says Dan Crawford, CEO of Tiburon, which develops public safety systems and applications. "They like to

make a good, competitive wage, but beyond that, they are not working for bonuses.

Instead, they stay mainly because they feel personally invested with the company, due to a policy that lets them be involved in long-term strategic planning, technology implementation, and goal setting. Simply handing programmers a project and never telling them what became of all that hard work is bad form, Crawford says. "People like to know that what they're doing has worth, and the best way to show that is by letting them see the outcome of what they've done."

Crawford adds that IT and data center personnel appreciate knowing company aims because it makes them feel part of a larger, successful organization.

"It's all about a feeling of contribution," he says. "Without that, you're going to have people looking elsewhere."

Training Track

While the economy was sluggish, many companies cut down on expenses by doing away with travel and training. But there's no excuse now to leave it out of a retention program.

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Surplus Security

Is It Possible To Have Too Much Of A Good Thing?

by Doug Schweitzer

SOME MANAGERS MAKE the erroneous supposition that if a little security is good, a lot of security must be better. Too little protection puts the data at risk; too much protection is costly and may affect data and system availability. Once you determine the level of risk your systems face, your team can put in place a balanced security mix that will effectively meet your organization's needs.

Put The Lid On Spam Filters?

One recent technology that has seen explosive growth is

spam filters. However, under certain conditions, the use of too-powerful spam filters can Development. "The ISP filters and the corporate spam blockers have effectively [reduced] my 'not desirable' email to about 20 per day. A tremendous improvement, but there are side effects."

Too little protection puts the data at risk; too much protection is costly and may affect data and system availability.

have a detrimental effect. "At one time in the not-too-distant past, I was receiving 300-plus emails a day. Most of it was not desirable," says Angel Gomez, CEO of TeleComp Research &

Gomez contends that if you want or need to see certain advertisements in your mailbox—for instance, those from your suppliers or companies you do business with—you

might miss out. Boiled down, an advertisement is really not much different from spam. Multiple copies of identical content are sure to trigger filters, and such content will never get through.

"Even individually addressed letters are trashed, as the filters now look at the entire content. Random words no longer work unless they are grammatically correct. The filters are almost better than your gradeschool English teacher," says Gomez.

So how does this affect individual contacts? Well, anonymous mailboxes are now suspect. You may have noticed that email received from such accounts were once the rage. Not anymore. Does your organization have clients with anonymous email accounts? If so, you may have to live with more spam or risk losing those contacts.

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IT Employees

Better workforce planning incorporates a number of elements, including attracting and retaining workers, keeping staff happy, and finding the right employees. Get strategies and tips from the experts.

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Without strategic planning, no IT department can flourish. According to many experts, this is especially true for midsize companies.

$\textbf{Nearshoring} \mid 30$

Nearshoring continues to gain momentum as companies discover that nearby countries can be smart choices for affordable, reliable outsourcing.

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Outbound Edition. ■ Carlo Gavazzi is targeting
customers in harsh environments with its 2U rackmount 794 series rugged server. ■ D-Link says
its Super G with MIMO family of devices will
increase the range and performance of a new
wireless network. ■ IBM has one final ThinkPad
planned: the new T43 based on Intel's new
Sonoma platform. ■ McAfee introduced
IntruShield for multilayered protection from spyware, adware, and other undesired programs. ■
NetSupport introduced DNA 2.1 for managing
computer assets. ■ Sun announced the Sun
Compliance and Content Management Solution.

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STOCKS FELL THE WEEK ended January 26 as investors digested earnings reports. But trading was volatile and stocks actually rallied the last two days of the week with positive earnings reports and a decline in oil prices. The Dow closed at 10498.59, down from 10539.17 a week earlier. The Nasdaq closed at 2046.09, down from 2073.59 a week earlier.

■ Texas Instruments Reports Profit Drop

☐ Monthly

TEXAS INSTRUMENTS SAID its profit fell in the fourth quarter as cell phone demand weakened, but earnings were still better than analysts expected. The company slowed output at some factories and tried to reduce inventories. TI reported net income of \$490 million, compared with \$512 million a year earlier. Revenue was \$3.15 billion, up 14% from \$2.77 billion a year earlier. Meanwhile, TI set aside \$2 billion for stock buybacks.

SAP Reports Rise In Net

SAP REPORTED a 29% rise in fourth-quarter net profit due to strong growth of software licensing in the Americas. The company reported net income of \$703 million, citing a 27% growth in the Americas' sales. The company forecasts that full-year revenue will grow 10% to 12% in 2005.

■ EMC Forecasts Strong Data Storage Growth

EMC sam it is seeing a pickup in corporate spending for IT in general and for its own storage business. Echoing comments from IBM, EMC believes that IT spending will grow in 2005, and that demand for storage will grow 70%, the highest level since 1999. In the fourth quarter, the company said net income surged 46%.

Sun Pledges To Make Patents Freely Available

SUN MICROSYSTEMS SAID it will provide free access to 1,600 patents as part of a

plan to make its Solaris 10 operating system available to the open-source community. Trying to make its software as attractive as Linux, Sun says that the operating system will be available for free download next week. The company hopes to make money selling servers and support.

■ Microsoft Plans Crackdown On Piracy

MICROSOFT PLANS TO require that customers verify their copy of Windows as legitimate before letting them download security patches and other add-ons for the OS. The company has been testing a tool that can check whether a version of Windows is legitimate. Starting February 7, the verification will be required for consumers in Norway, China, and the Czech Republic. Those consumers will be offered a discount on a genuine copy of Windows for \$10 to \$150.

Identity Theft Mostly An Offline Problem

A SURVEY REPORTED that the most common cases of identity theft have nothing to do with the Internet and the number of incidents is declining. About 68% of identity fraud cases were committed with information obtained offline, according to the Better Business Bureau and Javelin Strategy & Research. The most common source is a lost or stolen wallet or checkbook. Getting personal information online accounted for 12% of cases.

Rambus Files Four New Suits

RAMBUS HAS BEEN BURIED in litigation, but the creator of memory chip technology filed

four more suits against DRAM chip makers for violating its patents related to DDR2 DRAM chips, which have been used in PCs since last year. The company is suing Hynix Semiconductor, Nanya Technologies, Infineon Technologies, and Inotera Memories. Rambus also has pending suits against Infineon, Hynix, and Micron related to other memory patents.

■ Flextronics Reports Strong Profit Growth

CONTRACT MANUFACTURER Flextronics said net income for its fiscal third quarter rose more than four-fold on improved efficiency and smaller restructuring expenses. That was in spite of weak demand for high-tech gear. The company makes everything from cell phones to printers. Flextronics reported net income of \$98.7 million, up from \$21.4 million a year earlier. Revenue grew 3% to \$4.28 billion.

■ Red Hat Unveils New Software Suite

RED HAT HAS BEGUN testing software that makes it simpler for programmers to write software for the company's different versions of its Linux OS. The company introduced the new Application Build Environment to testers so that they can create higher-level software that works smoothly and reduces support calls.

CA Doubles Net Income

COMPUTER ASSOCIATES SAID that net income doubled to \$36 million as the software company reported sales growth for its Netegrity acquisition. Sales grew 9% to \$911 million, but it would have been up only 3% without currency gains or the Netegrity sales. Netegrity makes software used to manage passwords and sign-on procedures.

SBC Reports Layoffs, Drop In Income

SBC COMMUNICATIONS SAID its net income for the fourth quarter fell 17% to \$754 million as the phone company was hurt by severance payments and costs related to its merger with Cingular Wireless. The company also said it plans to cut 7,000 jobs this year through attrition as it fights declines in its local-phone business.

Lawmakers Worried About IBM-Lenovo Deal

MEMBERS OF CONGRESS have expressed concern about the security risks involved in IBM's sale of its PC business to China's Lenovo. Three high-ranking members of the House of Representatives sent a letter urging oversight agencies to investigate the sale. Part of the reason is that IBM includes considerable security technology on its laptops.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 15 major companies in the technology market.

Company	Symbol	Jan. 26 \$	Jan. 19 \$	% change
Avaya	AV	\$14.48	\$15.90	▼ 9%
BEA Systems	BEAS	\$8.74	\$8.50	▲ 3%
Computer Associates	CA	\$26.70	\$27.63	▼ 3%
Cisco Systems	csco	\$17.69	\$18.15	▼ 3%
Dell	DELL	\$40.45	\$40.06	▲ 1%
Electronic Data Systems	EDS	\$21.88	\$21.55	▲ 2%
Google	GOOG	\$189.24	\$197.30	▼ 4%
HP	HPQ	\$19.59	\$20.28	▼ 3%
IBM	IBM	\$91.95	\$93.10	▼ 1%
Intel	INTC	\$22.42	\$22.60	▼ 1%
McAfee	MFE	\$25.19	\$25.45	▼ 1%
Microsoft	MSFT	\$26.01	\$25.98	▲ 0.1%
Oracle	ORCL	\$13.62	\$13.47	▲ 1%
Red Hat Software	RHAT	\$11.11	\$11.49	▼ 3%
Sun Microsystems	SUNW	\$4.15	\$4.17	▼ 0.5%

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FAX: (402) 479-2120

Web Staff: Missy Fletcher / Marv Gutz / Laura Curry

 Subscriptions
 Advertising

 (800) 334-7445
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Editorial Staff 131 W. Grand Drive • Lincoln, NE 68521 editor@processor.com FAX: (402) 479-2104

PROCESSOR SHOWCASE

The *Processor* Showcase section features new products and services available from hot new manufacturers, as well as the old standbys. It's an easy way to compare products and discover new technologies and solutions, so refer to it for all your buying decisions.

Your guide to products featured in the Showcase section:

Services
Design,
Implementation,
Development,
Hosting, Security,
Manufacturing,
Training

Software

Business Productivity, Communications, Application Development, Security, System Management

End Nodes

Servers, Systems, Mobile Devices, Components, Monitors, Peripherals, KVM

Communications

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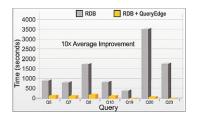
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Mix & Match

Find The Right Employees For Your Firm

by David Garrett

WITH SOME BEGGING, pleading, and the grace of God, you've been given permission to make a new hire, one you desperately need for your burdened IT staff. But there's a hitch. Of course.

You like two candidates, the first of whom is perfectly qualified. He's an MCSE and a CNE, and he boasts a nine-year resume in building networks for companies like yours. He also spent two years training network admins at a local school.

The second is less qualified by far. An A+ is his only cert, and he's spent no more than two years in the corporate world. Before that he was a student-of Russian and French, no less. But he took his AB summa from Princeton, and during his interview he blew your mind with his raw intelligence and

Which do you hire?

Be Like Bill?

According to Randall E. Stross, an academic and author of "The Microsoft Way," the smartest, best firms choose their people for their intelli-

What's more, a person's talent for learning is far more important than his experience or lack thereof.

gence and raw aptitude first and experience second.

It's their belief that technical skills can always be learned, but the ability to learn them-and learn them quickly, in bulk—is innate. What's more, a person's talent for learning is far more important than his experience or lack

But will this way be good for your company? And how do you know the employee you're about to hire is a good match for your corporate culture?

First, you need to know your own culture intimately-and honestly. Not every office is the same, and not every firm is a good place to work. Is your culture light and loose, or do you insist on three-piece suits and leather shoes every day? And then, of course, there are questions far more vital than dress code. How does your rank and file treat your support staff? Is your CIO an MBA or an MCSE? Is your IT group a profit center, or are you asked to relentlessly cut fat from your budget while other departments (sales comes to mind) spend money like water?

Although each of these questions may seem tangential to your new hire, they are, in fact, dead center to his • You have the chance to learn Oracle at the firm's expense. They'll send you to night school for six months, and you won't have to pay a dime. Or, you can put in an extra hour a day for the next six months and rewrite our email privacy policy,



future in your firm. For instance, if you work in a loose, lax office where a long lunch will barely raise an eyebrow, it may be safe to hire a prospect who's never worked in an office before or one who's right out of school. But if your office is run like a drill sergeant's domain, you'll want someone who's used to toeing the line and knows the ins and outs of office politics. If you're about to hire a support tech and your support group comes under daily abuse from higherups in the food chain, you'll need to find someone with grace under fire, an employee who can defuse a hostile temper without losing his own temper.

The Softer The Better

Skills such as these, skills outside the direct field of a person's expertise, are known as soft skills. They include writing and presentation skills, conflict management, self-control, perseverance, the work ethic, and the ability to innovate, to name a few. And they're rarely used as metrics to measure an IT candidate in a job interview.

Why? Because soft skills are almost impossible to measure. You can easily test a person's knowledge of Cisco routers or "if" loops in Perl scripts, but you can't gauge his talent for dealing with a crabby CEO until you see him in action. And the second of those skills, taming the top brass, is the one that could make or break his tenure at your firm.

So how do you vet a prospect's soft skills before you extend him an offer? Start by looking past his resume, which is nothing but a flimsy sheet of paper. In the interview, ask him to role play, using problems such as these:

• The network is down and, because a backup tape was damaged by water from a broken pipe, we've lost the last two days of email. Explain to the irate comptroller that he'll have to close out this month's financials again and why.

- our data backup policy, and our disaster policy. Which do you choose to do, and why?
- You find out that a good friend and senior manager has abused his expense account, and worse, that part of that abuse entails dinners he's treated you to on the corporate nickel. What do you do?

These questions give you a sense of how your prospect will match your culture, a point that won't be found on his CV. They'll give you insight into his work ethic and sense of ethics, not to mention his potential as a team player and a constant learner. And they'll help you measure what can't be measured, which, in the end, is the key to finding the best people.

Mining For Gold

Right now, the market is swamped with out-of-work IT mavens. And while they may be a dime a dozen, how do you find and recruit the best of them to work for your firm? You can start with job boards, such as Monster (www.monster.com), Job.com, UpLadder (www.upladder.com), and others designed for the IT industry, including the IT Job Board at www.computerjobs.com, Dice.com, Developers.net, and more.

But job boards do little but give you names and resumes. Sometimes it helps to have a human touch in the selection process, and expert recruiters (the kind that meet and greet IT pros every day) can help you get the wheat from the chaff in record time. Top IT recruiters include Robert Half Technology (www.roberthalf technology.com), the largest in the field, and smaller, more specialized firms, such as Richard Wayne & Roberts (www.rwr.com), that have IT specialists on staff.

Keeping Your Staff Happy

Continued from Page 1

"You should think of training not as a way to teach staff skills they can use at the company," Crawford notes. "That's just a benefit, when it works out." The main point of funding extensive training, he says, is that it makes employees feel that they have currency in their field and that they're up-to-date in the industry.

Many organizations have found success when they let their employees choose what kind of training they'd like to take, even if it doesn't seem relevant to their tasks at hand. So, if a COBOL programmer expresses a desire to learn about wireless networking, Crawford says to write the check.

"Giving them freedom to pursue whatever avenues they want is a sign that you care about their future and that you want them to stay current with what's new without having to leave your company," he says.

Also vital is to understand that IT employees might show potential for fields unrelated to their current jobs, such as staff management or systems integration. Managers should watch for

The main point of funding extensive training is that it makes employees feel that they have currency in their field.

Gold Star

untapped skills such as these and help develop training programs that can hone those talents. that technique for employees can often inspire that same giddy rush from grade-school days.

Remember when you were a

kid and you'd get a school paper

back with a drawn-on smiley face

or other indication that the teacher

thought you did good work? That

feeling of accomplishment is still

a powerful force, and borrowing

The Friend Factor

If an employee works with friends, he's often more inclined to stay at a company. With that in mind, some firms are offering referral bonuses that hearken back to the dot-com days. At NetQos, for example, CEO Joel Trammell gives an employee \$3,000 if someone she's referred gets hired. "Good people know other good people," Trammell says. "Plus, it makes a more cohesive team to have people work together who are already friendly." Since implementing the program, as well as other staff retention strategies, the company has boasted a 95% retention rate.

Not every project has to elicit a "Good Job!" for those who worked on it, but it's important to put some type of acknowledgement system in place. Even just a

short note thanking someone for

their help can be satisfying.

Some managers feel that such tactics pander to employees and that they shouldn't have to reward staffers for simply doing the work they've been assigned. But those managers are often the ones to get blindsided by resig-

nation letters.

"We give out award notices based on certain standards," says Crawford. "Everyone knows what they have to do to get an award, and they'll work harder just to get it."

Incentives can also take the form of products, especially the delightful little tech products that populate the dreams of every geek. Rob Roberts, director of marketing at SAP implementation company Enter-Sys Group, says that even though his staff can buy an iPod or a flat-panel TV, it seems to mean more when it's coming out of the company's coffers.

"When you get something as a reward, it feels different," he says. "You can look at the iPod and feel like you earned it, because you did. That can be powerful."

Paid To Play

Finally, there's one important retention strategy that works especially well with IT employees. Let's just call it the power of the gadget.

Who's Leaving?

According to the META Group, there are some types of IT employees who are more likely to stray. In the firm's poll, these are the three specialties with the highest turnover:

- Application development
- Security
- Networking

Crawford says, "The average techie likes to be working with new stuff." Even if an employee is in charge of legacy systems, Tiburon gives them the opportunity to work on new equipment that's just come in or play around with different systems on company time.

"What it all comes down to is, what do your employees really want?" Crawford notes. "Find out, and develop a program around those goals."

Surplus Security

Continued from Page 1

Customer Service Is Key

Another area where excess security might rear its ugly head is where there exists a lack of proper training. "It's important to realize the distinction between the security needs in the [small to midsized business] as compared to those of the public company, where size does matter. The SMB knows the customer wants quality and provides exceptional goods and services to stay in business," says Jack Seward, a consultant and digital forensic accounting technologist based in New York City.

Seward believes that SMB owners and executives presumably already understand that the major security threats come from the "untrained employee with a computer." Says Seward, "My advice: Take the money and train your employees to serve your customers first."

No Such Thing As Too Secure

In an industry awash in antispam, antivirus, firewalls, intrusion detection systems, and other network defense mechanisms, is it really possible for a company to get carried away with security to the point where it is ultimately locked down too tightly?

"Being 'too secure'—for example, having excessive information security controls, too many controls, being too restrictive, or whatever—is not something I see very often. But then I would say that as an infosec and IT audit professional, I'm somewhat paranoid by nature," says Dr. Gary Hinson, chief executive of U.K.-based IT governance consultancy IsecT.

Hinson isn't the only one to feel this way. According to Marcus J. Ranum, CSO of Tenable Network Security, "Most organizations that think they are locked down too tight aren't close to locked down enough."

Hinson maintains that any really excessive controls would not be tolerated by an organization, either by its users or managers. They would either be rejected outright or be bypassed, which is more common, as well as more problematic.

A classic example is the typical "no tailgating" rule implemented by many organizations. "I don't think I have ever once been asked for my ID when tailgating into a building behind someone. In fact, I can barely remember having been asked for ID,

especially away from the security or reception desk. The day-to-day practicalities mean this kind of procedural control is seldom very effective, at least not outside a

What's In Your Arsenal?

While any security measures implemented are good, too much of a good thing can be counterproductive. By choosing your security arsenal wisely, you can attain a high degree of security without worrying about going overboard. In fact, with the following security products in your arsenal, you will be hardened against 99% of the problems you're likely to encounter, provided you are sufficiently tightened down on security policies that cover viruses and IM use, as well as the application of patches at least once

- Caching/filtering Web proxy
- Attachment-stripping firewall
- Antivirus software on workstations and servers
- IMAP server
- ✓ Intrusion detection/prevention

military environment, and even they are far from perfect," adds Hinson.

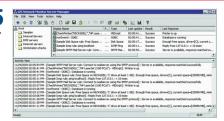
A more insidious issue, though, is that slightly excessive controls are all around us but are not recognized as such. "Some of my peers in the profession do not seem to realize that all controls impose additional costs in specifying, designing, implementing, operating, maintaining, reviewing compliance, etc. For example, every time I log into the system, it takes me a few seconds to type in my user ID and password, and if I forget my password, there's the rigamarole of stopping to think about what password I used, trying several times, then calling support to get it changed," says Hinson.

Operational control costs like this seem relatively trivial, but they soon accumulate to large proportions, especially in bigger organizations—easily a couple of minutes per person per working day on average.

"Nobody in my experience has made the effort to analyze these costs explicitly in order to assess them against the cost of not having the controls (i.e. the project losses through the occurrence of security incidents)—my peers and managers in general normally just blindly assume that the costbenefit assessment is positive, unless they find some aspect of the control really objectionable," adds Hinson.

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Technology Group, tells his candidates to dig around. Featured on CNN, NPR, and The Wall Street Journal, Lanta is one of the nation's premier recruiting firms for growing IT companies and routinely counsels its candi-

dates to speak to anyone they can at the firm they're about to

"For the most part," says Malever, "the person that's trying to hire you won't give you

the complete story. He'll try to

talk you into taking the job." As

a result, you'll need to ask other

workers what they think of the

company and whether they're

join.

Are They Right For Me?

Notes On Finding The Right Employer

by David Garrett

SO, YOU NEED A JOB.

Maybe it's your first gig out of school. Or maybe you merely hate where you are, and you're looking to upgrade. Either way, employers will do their best to scope you out, to vet you, and to ensure you're a match for their needs. But do you judge them?

How, for instance, do you know the firm you're about to sign on with is a good place to work? How do you know it's a match for your style, hours, and personality? And how can you save yourself from signing on to a nightmare?

Jeff Combs, a recruiter at Alta Associates, knows how. Alta has a 20-year record of finding employees, with 10 years placing IT security experts. It's matched thousands of employees and employers, and it knows that a firm's culture—the way it does business—is vital to your success.

"Before we send you into an interview," says Combs, "we

like to assess the general culture of the company and whether or not it's a fit. If you're an entreyou've applied to. "What's their growth strategy?" he says. "Do they have long-term development opportunities for you?"

If you want a career you can grow with, the kind where you can assume progressively larger challenge you when you need it.

Dig For The Dirt

Of course, there's only so much you can glean from an

employment, look for a place that will keep you on your toes and

> happy. "Ask the people who've been there a while," he says. "Ask the people who've been up through the ranks and see what they like and don't like about the place. If they're quiet, that's a bad sign. They're either going to be up front or very hush hush."

> Depending on the size of the company, Malever will speak to the founder, the board of directors, investors, and people he's placed there before. To him, they're an essential source of data, not to mention an honest source of strong options.

"If you want the real deal," he says, "try to speak with people in departments other than yours. They won't have a vested interest in getting you on board, and they may be more honest."

Keep Your Eyes Open

Alta's Jeff Combs also suggests you keep your eyes open. "When you're in the building," he says, "look around. Get a sense of the dress code. Is it like yours? Or is it too stiff and formal?"

And don't forget to note the environment. "Is this a place where the décor is completely outdated, or do they spend money to make the workspace livable?" says Combs. "Companies that make a real investment in their employees will put their money back into the work environment."

Both Malever and Combs note that smart job seekers do this as a matter of course. They don't take the information they receive from recruiters and potential colleagues at face value and insist on doing their research. The result? They often find jobs they like, not jobs that merely pay the rent.



Job Hunter's Checklist

Sometimes what's not said is just as important as what is. When you interview, look for nonverbal clues that tell you about the place you're in.

- · Do people work with their doors open or closed?
- Do they greet you in the hallways or shuffle by?
- · How new is the office equipment?
- · What kind of PCs do the rank and file use?
- · Is the atmosphere rushed or laid back? Is it loud or silent as a tomb?

preneurial person who thinks fast and likes to get things done quickly, you won't always enjoy a Citicorp. A small company may fit you better."

"By the same token," he adds, "if you're someone who wants to follow a more professional career track and you want to get involved with large initiatives, you'll need to look for an organization that has that kind of professional culture, the culture that's going to support your personality."

Plan For The Future

But there's more than size to consider. If you're on a career track and looking to make it big, Combs suggests you analyze the future prospects of the firm roles, you should find a firm that's moving forward, not a static place where you're given a specific task to repeat ad infinitum.

Remember that boredom is one of the leading reasons for burnout. As you shop around for new interview. And the information you'll get, whether it's from an HR type, a potential colleague, or a future boss, will always be

That's why Greg Malever, president and CEO of Lanta

Is Smaller Better?

A small firm—and even a startup—may be the right place for you.

Small firms tend to be less bureaucratic than big players such as AmEx or Pfizer. Hence, you'll often be asked to do work outside your job description and do it without complaint. While this bothers some, it's a precious chance for others who want to expand their skills and their importance in the firm.

What's more, small businesses may be the best places to troll for jobs in the future. According to AMI-Partners, the number of small firms across the globe will increase from 77.4 million in 2003 to a whopping 87 million

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Staff Training

Take It Beyond The Technical

by Sixto Ortiz Jr.

A KEY QUESTION for most managers is determining the training needs of their employees. For IT positions, much of the training is composed of the bread-and-butter courses required to stay ahead of the technology learning curve.

But, IT personnel can no longer afford to rely solely on their technical credentials to build successful careers. The days of isolated techies who rarely interact with the rest of the business are history. Today, IT personnel must develop the business skills necessary to make sound business decisions.

So, if you want to develop people who will grow beyond their specialized niche, training in business skills such as leadership and communications is absolutely essential for success.

IT & Business: Merging Into One

One of the enduring business legends (part myth, part reality) is the tale of the socially challenged techie who can't quite bridge the gap between what end users need and what he is able to deliver. This techie has tremendous IT know-how but lacks the business skills required to translate end-user requirements, grounded in business rules and processes, into the technical language he is comfortable with. It's

The Path Forward

as if both parties are speaking different languages.

IT is now a strategically important function in many enterprises. designed to shield developers from the arduous task of coding applications from the ground up. Instead, developers combine



For example, ERP systems such as SAP are now centralized repositories of vital business processes; in many enterprises, the installation of mission-critical applications such as ERP and CRM systems has required the retooling of business processes to take full advantage of an application's functionality.

Also, the continuing evolution of ecommerce requires that IT personnel tasked with developing and maintaining ecommerce applications have a keen understanding of how business transactions are done. Ecommerce technologies, such as Web services, are now

pieces of preassemble code into larger, more sophisticated business "objects" that automate previously labor-intensive business processes.

In fact, the trend in IT is rapidly moving from the procurement, implementation, and maintenance of specific hardware or software to the use of solutions that span across enterprise business processes and are composed of multiple individual products and/or services. To be able to choose a solution that delivers maximum return for the business, the IT personnel doing the job must understand the business needs of the enterprise.

The end-result is simple: Today's IT personnel cannot function without an understanding of how a business works. IT personnel are working closer to the end user than ever before and must develop the skills necessary to listen well, understand business requirements, and successfully translate those requirements into technology projects and initiatives that yield a return for the business.

What Business Skills Are Needed?

Joe Santana, co-author of "Manage IT" and contributing author for the "Professional Services Firm Bible," points out in a recent article ("How HR Can Help Companies Address the Need for New 21st Century IT Management Competencies") that today's CEOs expect all functions in their organizations, including IT, to focus on revenue growth. This means CIOs can no longer remain complacent and expect to earn career points by focusing solely on cost savings.

"As IT initiatives drive an increasing number of business decisions," says Katherine Spencer Lee, an executive director at Robert Half Technology, "the professionals in your department must also anticipate and respond to the needs of internal and external end users, as well as understand business fundamentals." In fact, adds Lee, employees who remain specialists in technical areas may not be achieving their full potential. Skills such as project management, leadership, and communication are critical for the next generation of IT managers.

CIOs need to develop the business skills necessary to transform their IT departments, previously considered revenue-draining cost centers, into revenue-generating business units, says Santana. To accomplish this, CIOs and their personnel must understand business concepts such as budgeting and ROI. A CIO who isn't comfortable developing, presenting, and defending financial information is at a distinct disadvantage when the time comes for upper management to decide how to distribute scarce resources amongst competing priorities.

Other critical skills Santana thinks are necessary to achieve the transformation of the IT department include managing leaner teams of versatile professionals, managing relationships with outsourcing partners, relating technology to revenue results, solution packaging, marketing, and selling and business communications.

Cross-functional conflict resolution, time management, interpersonal skills, receiving and using feedback, and working in

Go to Page 10, Column 1

Training Institutions

Many types of training programs are available to those looking to find work in the IT industry, as well as those already working in the industry who want to improve upon their skills.

Executive MBA programs. Executive MBA programs are designed for working professionals who can only attend schools part-time. A large number of institutions all over the United States that offer traditional MBAs also offer EMBA programs. Examples include:

- · Rice University in Houston (jonesgsm.rice.edu)
- Tulane University in New Orleans (www.freeman.tulane.edu)
- University of Chicago (gsb.uchicago.edu/execmba)
- University of Texas in Austin (www.mccombs.utexas.edu/exceed)

IT training schools. These schools have campuses all over the nation and offer an entire catalog of IT training, both classroom-based and online. Examples include:

- American College of Computer and Information Sciences (www.accis.edu)
- · DeVry (www.devry.com)
- ITT Tech (www.itt-tech.edu)
- Netcom Information Technology National Bootcamp (www.netcominfo.com)
- New Horizons Computer Learning Centers (www.newhorizons.com)
- Real MCSE Bootcamps (www.realmcsebootcamps.com)

Corporate schools. Many well-known IT companies offer training schools centered on their specific product offerings. Examples include:

- · Cisco: Networking Academy Program (www.cisco.com/en/US/learning/netacad/index.html)
- HP: Education & Training (www.hp.com/education)
- IBM: Global Services division (www-1.ibm.com/services/us/index .wss/home; click the Training link)
- · Oracle: Oracle University (education.oracle.com)
- Sun: Training For IT Professionals (www.sun.com/supportraining)

To A Winning Training Program Joe Santana, IT organizational development specialist and co-author of "Manage

IT," recommends a series of decisions that CIOs and other IT managers can make to develop a training program for employees in your organization.

- Determine the specific technical and nontechnical competencies for your employees
- Determine the specific competencies your personnel already have
- Create development plans using the various training tools and methods available to you to close the gaps
- Institutionalize the regular assessment and creation of development plans
- · Institutionalize the annual assessment of competencies needed and competencies in inventory so the development process can be kept up-to-date

Network Analysis Solutions Virtual Booth 4011 • Virtual Product 1957

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Staff Training

Continued from Page 9 multicultural environments, adds Santana, are also examples of basic business skills that may be needed in just about every organization. Finally, Santana emphasizes that understanding the business your company is in and how your company competes is essential.

Providing The Soft Skills

In spite of the importance of developing employee soft business skills through training, the statistics indicate many enterprises are still not providing this type of training to their technical personnel.

Recent data collected by Robert Half Technology from a survey of 1,400 U.S. CIOs, says Lee, showed over 47% of CIOs polled

warns Lee, "suggest that many IT executives may be turning a blind eye to the importance of soft skills to their staffs' success."

Fortunately, the advent of new technologies gives you a

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fundamentals. "These results,"

Technology professionals have more reason than ever to strengthen

do not provide IT professionals with instruction in soft skills, such as business and communication

tremendous array of options for training your employees. For example, says Santana, many of the e-learning system market leaders are now providing modules that address soft business skills.

But, warns Santana, these are not skills that can be easily learned via a company's e-learning system, which is only useful for conveying basic information.

Instead of focusing exclusively on e-learning, Santana recommends an approach that combines e-learning or classroom training with group coaching. Coaching is very useful, says Santana, for reinforcing information learned through other means and for changing behaviors.

Other ways you can provide training for your IT personnel, says Lee, include topic-specific workshops run by training companies, electronic training programs such as CDs and videos, and interactive distance learning using the Internet, a company intranet, or traditional teleconferencing.

February 4, 2005

The outsourcing of many technical disciplines, such as programming, should serve as a warning to those employees who wish to focus exclusively on their areas of technical specialization. Ultimately, career development is an in-dividual's responsibility. But those who don't expand their horizons may ultimately find their jobs outsourced.

And those who learn? Well, organizations are definitely going to need IT-savvy managers with the business skills required for managing relationships with offshore companies.

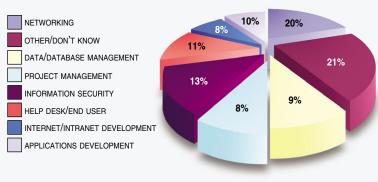
their nontechnical experience to move their careers forward.

The Hot Specialties For 2005 & Beyond

Information security and help desk/end-user support are among the IT specialties projected to experience the most growth in 2005. While technical stalwarts such as networking and security will grow, specialties such as project management, which require a level of basic soft business skills, are also poised for growth. Applications development is also an area where an understanding of business processes and functions may be beneficial for practitioners.

IT HIRING INDEX

Specialties Experiencing The Most Growth Projections For 1st Quarter 2005



Soft Business Skills Training Still Lacking In Many Enterprises

Lee adds that employers should

not only support nontechnical

training through internal programs

or tuition reimbursement for exter-

nal courses, but provide staff the

time and resources to take advan-

Deep technical skills, says Lee,

will always remain at the core of

every technology professional's

skill set. But technology profes-

sionals have more reason than

ever to strengthen their nontech-

nical experience to move their

tage of education opportunities.

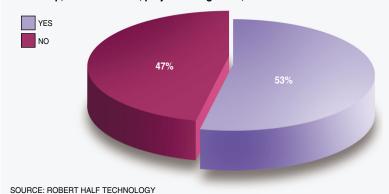
Knowledge Is Power

careers forward.

In spite of the importance of soft business skills, 47% of CIOs surveyed do not offer IT staff training in nontechnical areas. While the need is clearly there for more well-rounded IT personnel, it appears CIOs are either not convinced of the benefits or are having a difficult time juggling scarce resources and priorities in order to provide employees with the most diverse training possible.

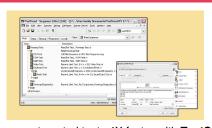
Training In Business Communications & Fundamentals

Poll Question: Do you offer your IT staff training in nontechnical areas such as leadership, communication, project management, and business fundamentals?



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The Employer's Market Won't **Last Forever**

Implement Workforce Planning Now To Avoid Staffing Shortfalls

by Ericka Chickowski

ABUSIVE MANAGERS take heed: The glory days of the recent employer's market will come to an end. And when they do, well, you're in trouble.

But it isn't just the offending managers who need to pay attention to shifts in the workforce, says Diane Berry, Gartner managing vice president. (Those people probably don't care enough to understand the dynamics anyway.) Just about every manager should be thinking about what they can do when good employees become scarce again because that time is coming. And those who plan well in advance are the ones who are going to be able to meet their workforce needs when the time comes, says Berry.

This topic is one of Berry's pet projects. Last fall she presented ways to plan for workforce changes, and she continues to lecture her clients on the benefits of workforce planning.

Workforce Growth To Level Off

Due to a confluence of circumstances, the growth in the U.S. workforce that has been seen in the past three decades is going to slow in the coming years. The American family has been shrinking, and the workforce is growing older, making working-age adults proportionally more scarce than in the past. According to a report done by RAND and the U.S. Department of Labor, by 2050 there will be one elderly person for every three working-age adults in the United States.

In the more immediate future, the report says, the annual workforce growth rate is expected to grow increasingly static by the end of the decade. In just five years, the growth rate will be stalling out at 0.4%. Compare that to the average 1.1% growth in the 1990s and 2.6% in the 1970s. As this growth in workers slows, the job market is expected to continue expansion. The Labor Department's Bureau of Labor Statistics predicts that by 2010 there will be about 10.3 million more jobs available than there will be people to fill them.

This low rate of workforce expansion is going to have repercussions in the IT field because highly skilled jobs are typically hardest hit during a workforce shortage, Berry says. This is especially true as many employees continue to heal emotional wounds from such a battering in recent years.

"When you look at all these things and an aging workforce and

see companies right sizing, we think we are going to start to see folks lose their focus and their loyalty," Berry says. "On top of that, kids are seeing what is going on, and they are saying, 'I'm not going into that industry.' When you look at all of these environmental factors, you start to worry about how we are going to maintain the workforce."

What Can You Do?

If a business had a hunch that there may be future supply issues with an important part needed to manufacture its product, what do you think the managers would do to address that problem?

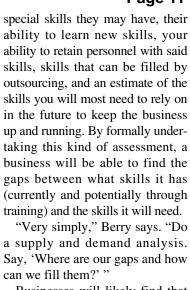
Most likely they would do a comprehensive supply and demand analysis, taking into account how many of these parts they have and

how dependent they will be on the part in the future, and thinking of alternate ways to get their hands on the part if their primary supplier can't provide it anymore.

Berry says that most businesses don't think of the workforce in the same fashion as hard commodities, so those types of analyses never happen when it comes to assessing their employee base and the skill sets contained in this base.

"Most businesses usually don't do a skills inventory, so they might have the capabilities to build for the future and not even know it,"

Planning for the future starts with a comprehensive analysis of who you have on staff and the



Businesses will likely find that the biggest shortfalls will be specialty positions higher up the food chain.

"I would say that you are going to see shortages in the more highly skilled worker," Berry says. "Those hard-to-fill positions in IT are usually the vendor management, business-oriented position. We are moving away from gaps in the more transactional positions as we continue to outsource."

Filling The Gaps

Once managers understand where gaps will be, it is time to start planning. It may take some creative thinking to keep your needs satisfied. For example, when it comes to the IT ranks, managers tend to forget that there are plenty of candidates from the business side who are willing to learn technical skills in order to fill the gaps.

"The goal here is keeping strategic level positions filled," she says. "One of the things I mentioned at the Symposium [Gartner Symposium ITXPO 2004] is tapping into the business side of the house. IT people don't have to always come through the IT chains."

If morale is low from cuts in staffing or benefits, this is also the time to begin anew the build-up of good feelings between the employees and management. Only you as the manager can understand how much past mistreatments have damaged loyalty among your staffers.

"I think you have to answer that on an individual basis," Berry says. "There are some folks out there whose loyalty is so shattered that it is going to be really hard to rebuild. Take a look at how your staff was treated and really try to target the ones you absolutely can't live without."

As you begin to think about filling future gaps, it's also important to develop training plans. Businesses often waste money on training employees in skills that they won't use day-to-day in their jobs. If you've done a good job with your skills inventory, you should have a better picture of where your employees need to be down the line and can plan training a little more systematically.

One of the last ways to consider filling gaps is retaining your older workers. As the overall age of employees lengthens, retirement is going to be one of the biggest sources of brain-drain in your organization.

"Those folks that are retiring may still need or want to be in the workforce," Berry says. "In the past we just let 'em go. But these days, folks are more willing to stay if you offer them the flexibility of part-time work or more flexible working conditions."

Constantly Adjust

When developing and tweaking workforce plans, there should always be short and long-term timelines, notes Diane Berry, Gartner managing vice president.

Strategy

3+ years

Where will our

- company be? What businesses will we be in?
- What kind of people will we need?
- With whom will we partner?
- What kind of investments must we make?

Planning

1 to 3 years

- What will be the IT organization's role?
- What skills, knowledge, proficiency and competencies will we need?
- What should we focus on?
- What delivery models should we use?

Resource Assembly

Workforce Strategy & Timing Questions To Answer

1 year Where are our

- gaps? Which skills
- should we build? Buy? Do we have professional devel-
- opment plans? How many people should
- we prepare? With whom will we work?

Execution

1 to 6 months For what work do we have the right

- skills? Which gaps can
- we fill? Which gaps can't we fill?
- · Who and what gets priority?

Who should we assign to what

Deployment

1 month

role?

Develop Timelines

Effective workforce planning is an ongoing cycle, says Diane Berry, Gartner managing vice president. Hiring managers should be constantly tweaking workforce policies based on the market and how well they are executing current workforce strategy.

Effective Workforce Planning Process

1. Set Strategic Direction

- Organization's strategic vision, mission, and objectives
- Human capital strategy

4. Monitor, Evaluate & Revise

- Assess the effectiveness Make adjustments
- Address internal/external
- changes and new organization needs

Workforce **Planning**

2. Perform Workforce Analysis

- Supply analysis
- Demand analysis
- Gap analysis

3. Develop & Implement Workforce Plan

- Develop strategy and plan to close the gap
- Communicate and implement the strategy and plan

SOURCE: GARTNER

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Product 🔼 Releases

ADAPTERS, CONTROLLERS & NETWORK INTERFACE CARDS

■ The LP1005DC from Emulex is a new SAN host bus adapter for use in IBM's HS20 and HS40 BladeCenters. This dual-channel adapter is driver-compatible with Emulex's other HBAs and is qualified for use with both Windows and Linux. The LP1005DC has an architecture based on updatable firmware and the sixth generation Fibre Channel Thor controller for flexibility and power.

DATA COMMUNICATIONS

■ The new EDG-6528 from Advantech is meant to provide 10/100 Ethernet connectivity in industrial environments. The eight-port Ethernet switch has an operating temperature range of between 32 and 158 degrees Fahrenheit and has no problem working with unregulated voltages. The EDG-6528 can protect against surges as high as 3,000VDC and is compatible with a wide voltage range from 12VDC to 48VDC. The compact de-sign mounts to DIN rails or fits into small cabinets. The power supply connects securely to the switch to prevent the accidental removal of the power cable. A second power connection provides fallback power in the event that the power connection fails. The switch is able to automatically detect 10/100 Ethernet compatibility and can also auto-detect MDI and MDIX, eliminating the need for crossover cables.

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■ Agilent introduced a new multimode fiber-optic transceiver in a higher-speed 4Gbps small form factor and small-form-factor pluggable device that incorporates Agilent's internally developed integrated circuits and vertical cavity surface emitting laser technology. The company designed this product primarily to accommodate update-intensive online-transaction database applications, such as those used in the airline, insurance, and financial industries, to help handle the increase in the amount of electronic data in corporate environments.

■ Analog Devices announced a 4X Fibre Channel transceiver that supports both Gigabit Ethernet and Fibre Channel data rates up to 4.25Gbps in SAN equipment. The 1x/2x/4x SFP chipset meets the requirements of the Fibre Channel Multisource Agreement specifications and is optimized for SFF-8472 digital diagnostics.

■ ATEN Technology announced the availability of its newest product, the KN9116. This is ATEN's latest edition to its ALTUSEN line, a product line specifically designed for enterprise-class KVM solutions. The KN9116 is a 16-port IP-based KVM. Through cascading it can allow highly

secure access to up to 128 servers. It features a built-in LAN port that allows admins admittance to any computer connected to the network. The KN9116 16-Port KVM is available for \$2,499.99.

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■ Avocent introduced the eightport CCM850, 16-port CCM1650, and 48-port CCM4850 console appliances for serial over IP data center management. The CCM devices provide secure serial over IP access to data center servers and serially managed devices. The CCM850 and CCM1650 feature 10/100BaseT support and IP forwarding, while the 48-port CCM4850 features gigabit networking support. Other features include RSA key-based authentication, SSH/Telnet host, extensive enterprise traps, server-based data logging, session sharing, and port history functions. Each model includes AVWorks software, which is compatible with Win2000/XP/98/NT, Red Hat Linux, and Solaris.

■ D-Link claims its Super G with MIMO family of networking devices will significantly increase the range and performance of a new wireless network. Backward compatible with current 802.11b/g wireless products, the D-Link Super G with MIMO features D-Link's Smart Antenna. The Smart Antenna includes innovations such as beamforming, which lets users directionally focus the wireless

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signal at an angle toward the intended client. With beamforming, the wireless products function at the highest possible speeds and simultaneously provide a strong 802.11g signal for legacy products. The DI-624M retails for \$149.99, and the DWL-650M retails for \$99.99. Both products have a one-year warranty.

■ IDAutomation.com announced its RFID Component for the Microsoft .NET Framework. The component uses custom .NET software applications to encode RFID tags on RFID-capable printers. If you use IDAutomation Forms Control, this solution will simultaneously print the barcode label and encode RFID tags. The IDAutomation RFID Component is also compatible with Visual Studio .NET, Borland C#, and Borland Delphi for .NET. It is also compatible with any RFID printer that has a Windows print driver. For a single-user license prices start at \$199, while a royalty-free developer license costs \$790.

■ SMBs considering a migration to VoIP should take a look at **Kentrox's** new Q2400 QoS Access Router. The unit has dual T1 and Ethernet WAN ports, with an Add/Drop feature on the second T1 line to allow both PBX and VoIP signals on the same line. The \$1,495 Q2400 also features DSL or Ethernet backup

connectivity and support for up to eight VLANs.

■ Maxim Integrated Products
has appounced the MAX6697 and

has announced the MAX6697 and MAX6698, a pair of seven-channel temperature sensors with an 8.5mm high x 6mm wide, 20-pin QSOP package. The MAX6697 can measure its own temperature, as well as those of as many as six external locations. The MAX6698 measures temperatures for three thermistors and three remote diodes. Alarm-output thresholds are customizable, and both new products have an operating range of 3V to 5V and incorporate an SMBus interface. Prices start at \$3.75 (2500-up, FOB USA).

Maxim has also introduced the MAX6876, a quad-voltage power supply tracker and sequencer. This product monitors four voltages and is EEPROM-programmable. The MAX6876's features include I2C-configurable parameters for variables such as overcurrent limits, slew rates, and voltage thresholds. Undervoltage and overvoltage thresholds are adjustable in 10mV increments. The MAX6876 incorporates other features, including autoretry mode, overcurrent detect, and a reset circuit. Up to four devices can operate in master/slave mode, letting the MAX6876 track up to 16 voltages. Prices start at \$6.39 (1000-up, FOB USA).

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User ID Mgmt Solution

Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

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Password Management

Virtual Booth 4092 • Virtual Product 2054

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Password Management Tool

Virtual Booth 4115 • Virtual Product 2088

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Access Management Software Virtual Booth 3763 • Virtual Product 1529

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Web Authentication Virtual Booth 3944 • Virtual Product 1838

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Continued from Page 13

■ USB plug-and-play technology is the crux of the NI USB-6008 and USB-6009, two DAQ solutions from National Instruments. The NI USB-6008's and USB-6009's small size and USB connectivity make the products suitable for environmental monitoring and data logging. National Instruments has included free data-logging software with both devices so users can begin taking measurements and gathering data right out of the box. Because both use a USB bus, users won't need to connect the NI USB-6008 or NI USB-6009 to an additional power source. LabVIEW or C users can also program either device, thanks to NI-DAQmx Base, a measurement services driver program. Prices for the units begin at \$145.

MOBILE COMPUTING

■ Intermec Technology introduced the CN2 mobile computer, a small and lightweight commercial-grade PDA. The CN2 is durable enough for data collection in a range of in-store retail operations and is also small enough to work well in areas such as light-industrial operations. The CN2 features an Intel XScale processor and Microsoft CE .NET operating system. It also has a Cisco Certified Extension v1-compatible and Wi-Fi-certified 802.11b radio. A wired version is available for batch applications. Intermec's SmartSystem technology, a comprehensive system for complete device management, is incorporated into the CN2. SmartSystem makes installation, maintenance, updates, security adjustments, and device setting changes possible from a remote location to reduce downtime and increase efficiency.

MOTHERBOARDS

■ The MVME3100 is a singleboard computer from Motorola that combines the company's MPC8540 SoC processor with a number of additional features to target applications such as image processing and industrial control. With low power consumption in mind, the MPC8540 combines the processor, memory, and PCI-X controllers, and dual Gigabit Ethernet interfaces and limits power consumption to less than 7W. Motorola has included the following other features: 256MB or 512MB DDR ECC SDRAM and 64MB or 128MB Flash memory; a 66MHz, 64-bit PCI-X bus; and USB 2.0 and SATA interfaces. Motorola expects RoHS-compliant production to begin in September; prices start at \$1,895.

NOTEBOOKS

- Eurocom has introduced a desktop replacement notebook that features a choice of upgradeable video cards. The new EUROCOM D700T Enigma features an Intel Pentium 4 processor with speeds up to 3.8GHz. The video card is based on a 16X PCI Express architecture and has 256MB of DDR video memory. An optional second hard drive and a second optical drive are also available. The video card in the D700T is not proprietary and is upgradeable. The D700T offers a choice of three video cards at the time of purchase.
- IBM may have sold its desktop and notebook division, but the company has one final ThinkPad planned. The new T43 is based on Intel's new Sonoma platform. This Centrino update provides support for new technologies that in-

clude PCI Express, DDR2, and 802.11b/g or 802.11a/b/g wireless support. Support for Intel's new Graphics Media Accelerator 900 means low-end models will ship with integrated graphics. Alternative graphics options include an ATI Radeon X300 or an ATI Mobility FireGL V3200. In addition to its support for new technologies, the T43 also includes enhancements from IBM. In addition to Rescue And Recovery 2.0, the new T43 also includes Antidote Delivery Manager, a new tool that automates security updates. An optional fingerprint scanner further enhances security by allowing individuals to encrypt/decrypt files using their own fingerprints. The T43 will be available Feb. 25 with prices starting at \$1,499. The T43p will be available in April.

PRINTERS & **SCANNERS**

■ AML has launched its upgraded M7100. This new wireless data collection terminal now features a 2D imager scan engine option. This will accommodate full 360-degree scanning, which means that it is not necessary to align the IR light directly on the bar code. The M7100 can be used to decode 1D linear codes. 2D stacked/matrix codes, as well as Postal bar codes. This device is specifically designed for use in industrial, shipping/receiving, postal, and document processing fields.

■ Metrologic Instruments unveiled the MS1690 Focus, a handheld imaging bar-code scanner. The MS1690 uses high-resolution CMOS imaging sensors to produce high-quality images for multifunctional applications and Omniplanar's Swiftdecoder software to omnidirectionally decode 1D and 2D symbologies. The MS1690 Focus' 2D scanning capabilities make it suitable for applications such as parcel imaging, documentation, age verification identification, and the creation of personalized membership cards. The device also has an enlarged field of depth and stand detection that switches the MS1690 Focus into presentation mode when it's inserted into the stand. Metrologic has also included its Code-Gate technology for on-command data transmission and menu style scanning.

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Ready For RFID?

IBM Helps You Integrate It

by Daniel P. Dern

TO HELP COMPANIES of all sizes incorporate data from RFID sensor tags into existing or new business software processes, IBM recently introduced its Web-Sphere RFID Premises Server middleware software for use on x86 processors running Windows, plus associated client software suitable for embedding in RFID readers, controllers, and other peripheral devices.

IBM's WebSphere RFID Premises Server can be connected to current or new in-store systems such as POS systems, supply

chain management, inventory, and other RFID-enabled IT solutions. "The server lets you integrate business information back to the enterprise, such as what you've received or shipped, or where something is in the manufacturing line," explains Ann Breidenbach, director of strategy, IBM Sensor and Actuator Solutions.

The new software is the first product from IBM's recently formed Sensor and Actuator Solutions business unit.

Christine Overby, principal analyst for consumer markets at Forrester Research, comments, "More medium-sized enterprises need to begin their RFID efforts in 2005 because, for example, the second wave of Wal-Mart suppliers have to begin their pilots."

IBM products included in the RFID Premises Server include WebSphere Application Server, DB2 Universal Database software, WebSphere MQ Series, and Tivoli Systems Management middleware.

IBM also announced its new IBM WebSphere RFID Device

SNAPSHOT

IBM WebSphere RFID Premises Server

\$5,200 per processor

IBM's new WebSphere RFID Premises Server software and associated embedded client let companies incorporate RFID data into their business software processes

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Infrastructure, an embedded software product sold to companies that make RFID readers and controllers, as well as RFID-enabled kiosks and self-checkout devices. IBM currently partners with reader-makers including Alien, Intermec, SAMSys, and Symbol; companies which have already announced devices using the RFID embedded code include Arcom and Intermec.

"This is software based on open standards—J2ME on the embedded side, J2EE for the premises server, and Eclipsebased tooling," notes IBM's Breidenbach. The RFID Service integrates with WebSphere Business Integration products, WebSphere Portal, and Web-Sphere Product Center, which will help customers access applications made available by IBM Business Partners.

One company already using the new IBM RFID technology is Metro Group, the world's

fourth-largest retailer. The company hopes to help automate its goods-receiving process, with goals such as eliminating stockcounting errors and avoiding "out of stock" and product expiration occurrences. According to IBM, Metro Group has integrated processes from 20 of its suppliers; another 80 suppliers are scheduled to be done in the coming year.

WebSphere Remote Server can be used to do remote monitoring and management of the RFID Premises Server.

WebSphere RFID Premises and WebSphere Remote Server are priced per processor. List price for the RFID server is \$5,200 per processor. (IBM recommends a two-processor configuration for RFID implementations.) Companies that already have Web-Sphere Remote Server can add the RFID capability by purchasing the RFID Add-On for IBM Web-Sphere Remote Server.

Fingerprint Logon Software Virtual Booth 3866 • Virtual Product 1702



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Secure Authentication

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Product 🔼 Releases

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■ Oki Data Americas introduced its Color Signage Solution, which lets retailers produce a full range of professional-quality signage and other marketing materials on a variety of media in their store. This solution combines Oki Data's software applications, signage media, and digital color printers. The Color Signage Solution is based on two of Oki Data's high-end digital color printers: the OKI C9300dxn and C9500dxn. These printers provide high print speeds and 1,200 x 1,200 dpi and are developed with Single Pass ColorTM and Digital LED technology. To deliver consistent color accuracy, the Color Signage Solution uses advanced internal color matching software and ICC color profiles. Standard features of the printers are hard disk drives and duplex printing capabilities. These printers are compatible with a variety of media, including up to 203 gsm card stock, premium gloss paper, cling film, 4-up labels, table tents, and banner paper.

SECURITY

■ The new NA-0043 network appliance from **Axiomtek** can handle a range of security duties. Its firewall applications help protect

internal systems while its VPN capabilities allow secure connections from those with permission to connect to the network. The NA-0043 supports LAN bypass and includes four Ethernet ports. Internally, the system sports a mini-PCI slot and an ultra-low voltage Intel processor that keeps operating temperatures low. Externally, the system includes a CompactFlash Type II slot and two USB 2.0 ports.

■ Barracuda Networks introduced the Spam Firewall-Outbound Edition, a spam filtering application that scans outgoing email to ensure that users aren't spreading viruses or spam. Using scanning, filtering, keyword searches, and attachment blocking, the Spam Firewall can also prevent sensitive corporate information from leaking over the Internet. The Spam Firewall-Outbound Edition is designed for ISPs and enterprise organizations and helps them comply with regulations and policies regarding outgoing information. The application is available for a starting price of \$1,399, depending

■ Bugopolis announced that it can bundle Red Hat Enterprise with its

on the number of users.

hosting services and server appliances. Bugopolis also offers 1U-3U servers. According to Bugopolis, it has enhanced server security to the point that servers can operate outside corporate firewalls. Bugopolis also released the latest version of Bugzilla, the software publisher's defect tracking program. Bugzilla 2.18 includes chart, graph, report, and email notifications, as well as special tracking methods, including multiple authentication and wild-card matching.

■ Cyberworlds has released a program to help make email safer called the Swidgets Email Xray. Email Xray looks at email in Microsoft Outlook to determine which messages may be attempts at phishing. This program avoids the possibility of being harmed by malicious code in emails by letting you view your emails as plain text. It also lets you see the email headers and see the source code of messages. Email Xray is compatible with Internet email and Microsoft Exchange and can be installed across a network. The network administrator can modify and disable features as necessary.

■ **Datastrip** added three card/biometric readers to its DSVII family.

All of the units weigh 2 pounds. The DSVII-SW reads 2D bar codes and OCR-B data from driver's licenses and ID cards; users swipe the card through the reader which has a 27mm capture area. The DSVII-PS boasts a 50mm capture area and handles OCR-B data and digital watermarks on driver's licenses and ID cards. The DSVII-PA has a 90mm capture area and can read digital watermarks and other info on passports. All of the devices can read data in short periods of time (as short as one second) and support expansion cards.

■ The FortiGate-60M from Fortinet is a new network security platform that includes an analog modem for continued connectivity, plus a second WAN port for redundant broadband. The new FortiGate-60M covers antivirus, firewall, anti-spyware, intrusion detection, and other security bases.

■ Security and messaging software vendor **GFI's** new product, GFI LANguard Network Security Scanner 6, is an update that takes into account new threats to today's networks. LANguard 6 watches for new USB or wireless connections to network machines. It also

checks for new Linux vulnerabilities, including root kit detection, and is programmable via SSH scripts to check for problems on remote Linux and Unix machines.

■ McAfee has introduced Intru-Shield for multilayered protection from spyware, adware, and other unsolicited and undesired programs. McAfee will release updates to protect users from the newest spyware threats as they are discovered. IntruShield first detects and then blocks suspicious activity and halts any programmed propagation, making it a useful tool for a company's network administrator.

■ Melior has released Barbican RNP, software designed to protect networks from DoS attacks and Penetration Testing probes. Barbican RNP can protect a network in ways that a traditional firewall cannot. Rather than simply validate access to TCP/IP ports, Barbican RNP does not allow invalid packets into the network. Barbican RNP is priced at \$18,000 in the United States and

Euro 18,000 in all other countries, including Europe and Asia.

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Centralize Asset Management

NetSupport DNA HelpDesk Streamlines Several Tasks

by Will Kelly

BEYOND HANDLING TECHNICAL support calls, the typical corporate help desk now serves as a focal point for PC management, asset inventory, and software distribution. An application centralizing these tasks is integral to a smoothrunning operation.

To help IT manage this burden, NetSupport released its DNA HelpDesk v2.00, a PC and software management application offering user management, asset inventory, application management, and Internet metering features. It is part of the NetSupport DNA Asset Management Suite but is also available for purchase as a separate application.

The application catalogs typical user data including username, email, and other related information. It also stores detailed asset information, including maintenance

and lease data. You also have the option to customize the PC and user information to meet the particular management requirements of your organization.

With the numbers of mobile and remote workforces increasing, asset management needs to extend beyond the walls of the corporate enterprise. NetSupport DNA HelpDesk v2.00 also gathers inventory data from remote users with its Add User tool.

NetSupport DNA HelpDesk v2.00 has features for managing hardware and software inventory. Software inventory targets the PC

level, delivering a detailed summary of applications.

The program also includes an application metering feature, which identifies all applications running on the client PC. Additionally, the application metering feature catalogs the time duration, including start and stop times of the particular application. An added bonus of the application feature is that you can view information on the departmental level.

SNAPSHOT

NetSupport DNA HelpDesk v2.00

Three operators for \$1,699; additional operators \$400 each

Handles PC and user management tasks, including software distribution, asset management, Internet metering, and application metering

(770) 205-4456 www.netsupport-inc.com The Internet metering feature catalogs all Internet activity on the user's PC, including time duration they spend at a particular URL. Internet usage restrictions based upon time of day can also be set via this feature.

Distributing software from a central network location makes good business sense. NetSupport HelpDesk v2.00 offers a multidelivery option for software distribution via a defined software package consisting of either a defined software package pushed to the user desktop or by recording and scripting user prompts required during the software installation routine.

While NetSupport DNA Help-Desk v2.00 is part of a larger software suite, it does face a bevy of competitors, including Remedy with its Magic Service Desk suite. Other competitors include Intuit's Track-It! asset management software and Altiris' Asset Management Suite.

Optical Fingerprint Reader Virtual Booth 3866 • Virtual Product 1701



The BioTouch® PC Card provides a fully functional optical fingerprint reader inside a single Type II PC Card.

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Triple Factor Authentication

Virtual Booth 3516 • Virtual Product 1919

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PC & Data Protection

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₽roduct 🔼 Releases-



Continued from Page 15

SERVERS

■ Carlo Gavazzi is targeting customers in harsh environments with its 2U rackmount 794-series rugged server. The server boasts dual 2.8GHz Xeon CPUs and the Intel SE7501WV2ATA ATX motherboard, although Carlo Gavazzi can install half-size motherboards. The server also includes a front circuit breaker, a 350W PSU, a PSU fuse, and a hinged panel that lets users install hard drives, floppy drives, and optical drives. The cases, which measure 2U inches high x 19 inches wide x 20 inches deep, have shields that meet MIL-STD-461E and TEM-PEST requirements. They are also RTCA/DO 160D, MIL-STD-901D, and MIL-STD-167 compliant and have a heater/cooler system that boasts two 44 CFM fans, and heats the system in temperatures as low as 40 degrees Celsius.

SOFTWARE

■ Avocent announced the latest addition to its DS Series, the DSI5100. This IPMI (Intelligent Platform Management Interface) provides a new way to securely monitor and manage IPMI-enabled servers. The DSI5100 integrates Avocent-embedded IPMI products with its existing data center products to make an easy-to-use and thorough system for managing today's servers. This device features the DSView 3 software package. This is a single-interface package for managing IPMI, KVM, and serial and externally managed power connections. It is a fully redundant replicating solution. This allows administrators to have secure browser-based control of servers, serial devices, and DSUs (Data Service Units).

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■ Citrix Systems and SAP America have partnered to deliver SAP Business One and Citrix Meta-Frame Presentation Server for SMBs. SAP Business One is a software package that manages application information such as general ledger and banking activities, customer service, sales, as well as inventory operations. The MetaFrame Presentation Server allows SAP Business One-enabled systems to deliver the same business intelligence to mobile and remote branch office users, quick-

■ Computer Associates announced the Unicenter Desktop DNA r11, which is designed to ease

ly and securely.

the upgrade process. The Unicenter Desktop DNA r11 captures application settings, system settings, user profiles, and data and migrates them to the upgraded machine. The software takes an incremental capture of users' PC information and features remote troubleshooting and restoration, as well as alternative Apache Web server and Network Appliance server storage options. The Unicenter Desktop DNA r11 is available for \$22 per node for 100 nodes.

■ ExclamationSoft announced the release of WebWatchBot 3.0. WebWatchBot 3.0 is Web-site availability and performance monitoring software that can alert companies of errors, poor response time, and other problems for multiple URLs via email, on-screen display, or cell phone. A new Scheduler feature provides greater report capabilities and improved maintenance window schedules for watch items.

■ FaxCore's new FaxCore 4370 software installs easily on the desktop and interfaces with third-party applications to provide simple and convenient fax capabilities. The fax server software is based on Microsoft's .NET and includes tight Microsoft Office integration. Not only can FaxCore 4370 manage incoming and outgoing faxes, but it can also archive faxes for later retrieval. Support for a bar code routing module lets businesses route faxes to the correct individuals without the need for separate fax numbers for different employees. Prices start at \$1,995.

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Sunbelt CounterSpy Enterprise

New Tool Helps IT Managers Fight The Spyware Battle

by Joe Pasquini

SPYWARE IN THE WORKPLACE has become a security concern for countless IT managers. User workstations become infected, and performance and productivity can suffer. Additionally, confidential employee and corporate information can be compromised. Sunbelt Software, a provider of Windows security solutions, has released Counter-Spy Enterprise to help system administrators counter the spyware threat.

"CounterSpy Enterprise was designed to make it painless for IT managers to rid their company of spyware, combining nextgeneration system management architecture with a powerful spyware-scanning and remediation

engine," said Alex Eckelberry, president of Sunbelt Software.

CounterSpy features a central management console that gives administrators the ability to access and control agent deployment, update threat databases, quarantine spyware, push agent policies, and schedule scans.

Deployment throughout an organization is accomplished via a policy-based interface. Agents can be deployed using a silent push install (using either WMI or RPC and admin shares) as an MSI file or as a selfextracting executable.

CounterSpy Enterprise's agent-scanning engine automatically scans workstations on which it is installed for spyware threats. Agents report on spyware to the central server, providing information about the spyware, assigning a threat level, and allowing the administrator one of four recommended actions: Ignore, Report Only,

seven predefined reports, as well as the ability to generate custom ones. Predefined reports include: Executive Summary, Infected Machines Detail,

CounterSpy Enterprise's agent-scanning engine automatically scans workstations on which it is installed for spyware threats.

Quarantine, or Delete. Default actions are also configurable. The scanning engine uses a threat signature database that includes updates from Sunbelt, as well as input from a network of users who report on new spyware outbreaks to Sunbelt through the consumer version of CounterSpy.

Leveraging Crystal Reports, CounterSpy Enterprise includes Infected Machines Summary, Machine History, Threats Found Detail, Threats Found Summary, and Top 10 Infected Ma-

CounterSpy Admin Console and Policy Server supports Windows 2003 Server, WinXP Professional, Win2000 Server with SP3, and Win2000 Professional with SP2. It requires at least 200MB free disk space, 512MB RAM, and MDAC 2.6 or higher. The admin console requires Internet Explorer 5 or higher and MS .NET Framework 1.1.

The CounterSpy Workstation Agent supports WinXP Professional/Home and Win2000 Professional SP2 systems. Agent support will be added for Win-NT 4 Workstation (SP6) and Win98SE/Me in the near future.

Competitive products in this market segment include Webroot's Spy Sweeper Enterprise, Computer Associates' eTrust PestPatrol, and Omniquad's Antispy Enterprise. In addition, McAfee is expected to release an add-on module to Virus-Scan 8.0i sometime during Q1 2005, and Microsoft recently acquired Giant's AntiSpyware, which is now available as a beta download.

Pricing starts at \$255 for a 10pack machine license. Volume discounts are available based on a sliding scale. 🔃

SNAPSHOT

Sunbelt CounterSpy Enterprise

From \$255; additional discounts available Fight spyware from a central manage-

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SmartCard Security Software

Virtual Booth 3580 • Virtual Product 1162



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Database Auditing Software Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing

the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. WizRule detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits

- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values • Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
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Database Security

ment console

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dropping by trusted insiders.

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EMAIL: info@incachetech.cor

Product 🔼 Releases

Continued from Page 16

- Insiderscripts announced its latest project, the SEO Detective. This new software is designed to allow Webmasters to get comprehensive information on their Web sites. The SEO Detective automates the process of researching the level of a Web site's promotion, allowing the user to collect data, statistics, analysis, and performance measurements on their Web sites and on their competitors' sites. This software is available for \$67.
- Intergraph introduced Smart-Sketch 5.0, a new version of the company's parametric design, production drafting, and diagramming software. This version has new features including Line Style Editor, expanded interoperability,

Image Integrator enhancements, and more.

■ NetSupport has introduced NetSupport DNA 2.1 for managing computer assets, improving software-inventory tools, and includes enhancements for the application packager and query tool. It also adds a new UI, new Internet-metering settings, and DNS support. The program's key features are software and hardware inventory, software distribution, application and Web metering, query-based reports, a Webbased help desk, and remotecontrol functions. According to NetSupport, implementation takes only a few hours.

■ Sun Microsystems announced the Sun Compliance and Content Management Solution, a system

that integrates Sun's storage and compliance products, the expertise of its client solutions organization, and the Solaris OS with compliance software from AXS-One: all to help organizations maintain compliance for electronic records. This product includes the Solaris 10 OS, Sun StorEdge SAM-FS, a single Web-based search screen, interoperability with all classes of data/records, and more.

■ Tethys Solutions announced the latest version of Automation Anywhere 2.0, an automation program. Automation Anywhere lets users create scripts via wizards. Users can turn scripts into EXE files. Administrators can use the software to automate IT functions. The software includes SMART, a feature that adjusts the EXE

file in real time. Automation Anywhere 2.0 is available for \$109.95. Tethys also offers the Premier License, which lets admins extend the EXE files on 100 clients, and a three-month On Demand license; there is also a trial version. The software is compatible with Windows NT4/2000/2003/XP.

STORAGE

■ According to McDATA, the Intrepid i10K is the industry's first backbone director developed for the core of global enterprise data centers. With support for dynamic network and end-to-end partitioning from application to array, the Intrepid i10K lets IT managers establish secure SAN islands and large fabric consolidations; the product is also scalable as McDATA looks to future

innovations, such as virutualization. Other features include 256 nonblocking ports, native 10Gbps ISLs, and FlexPar technology. FlexPar provides hard networking partitioning, which is essential for complete firewalled traffic separation. The Intrepid i10K will be available sometime during McDATA's first fiscal quarter (February to April).

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■ Starting in March, optical library vendor **Plasmon** will build its Enterprise D and the D-Series libraries with Panasonic 9573 Multi Drives. These drives can write to DVD-R/RW, CD-R/RW, and DVD-RAM formats, but not to DVD+R or DVD+RW. Plasmon claims top write speeds of 5X DVD-RAM and 8X DVD-R; the latter is equivalent to 10.8MBps.

Email Archiving Made Simpler

Sherpa Archive Attender For Exchange Lets You Banish The PST File

by Daniel P. Dern

ARCHIVE ATTENDER for Exchange from Sherpa Software provides add-on automated email archiving and search features, moving critical data out of Microsoft Exchange PST files (Outlook Personal Folders) and into a secure external device such as a file server, NAS, or SAN to help companies reduce storage, secure information, and comply with regulatory requirements.

"For most administrators, the PST files that Outlook lets users create on their local drives have been the bane of their existence," comments Balaji Srinivasan, product manager at Sherpa. "PST files grow uncontrollably, and administrators have no access to them."

In the new version of Outlook, PST files have a 2GB limit and, Srinivasan reports, "Administrators would find that when a user reached that limit, the PST file got corrupted and couldn't be

recovered. Archive Attender lets users stop using PST files as a means to archive their messages. Instead, Outlook users can save email directly to centrally managed archives."

SNAPSHOT

Sherpa Software's Archive Attender For Exchange 1.1

Starting at \$15 per user; volume discounts available

Improves email archiving and searching for Exchange/Outlook users

(412) 206-0005 www.sherpasoftware.com Unlike other, more enterpriseoriented email archiving solutions that are dedicated appliances, Archive Attender for Exchange is hardware-independent, running on any server or dedicated desktop (Win2000 or higher), and works with Exchange 2000 and 2003.

The new version 1.1 of Archive Attender for Exchange offers improved file archiving, indexing, and searching capabilities. For example, archived email can be searched by message age or size. Also, message bodies and attachments are now searchable, whereas version 1 could only search message headers.

Users are now able to search archived email, and administrators can define user permissions for searching archived data.

"The product is almost entirely administrator-driven," notes Srinivasan. "It's a rule-based architecture—for example, 'Move all messages more than five years old to the archive.'"

The new rule capabilities also make it possible to address

regulatory compliance concerns. Srinivasan says, "In a compliant archive, you may want to prohibit users from reading or deleting archived messages, while an archive done purely for storage may permit this."

For companies who have already deployed an email archiving solution but still have older email archived in PST files, Archive Attender for Exchange can be used to move the email from those PST files.

According to Sherpa, Archive Attender for Exchange is intended primarily for small to middle-market customers; its average customer is in the 500- to 1,000-mailbox range. Archive Attender for Exchange can archive to devices including file servers, NAS, and SAN, but not yet to tape drives or to "burners" or other devices requiring third-party software.

Pricing starts at \$15 per user; volume discounts are available. (A 10-mailbox 90-day free trial version is available for download.)

SATA Meets NAS

Procom's Low-Cost NetFORCE 900 Filer

by Joseph Pasquini

DUE TO THE SUBSTANTIAL GROWTH of data within organizations, and the need for a rapid and cost-effective response, the demand for NAS solutions has increased during the past several years. Procom, a

and lower cost per gigabyte, thanks to its reliance upon Serial ATA disk technology.

factor and is intended to be used for both primary and secondary storage. An option-

"I have not seen so much customer demand for a Procom NAS product in the last two years, and we are receiving increased pressure from our customers to fill backorders for the NetFORCE 900," said William A. Long, Procom's vice president of product development. "This is a true milestone product for us and, we believe, for the NAS marketplace."

The NF900 is capable of up to 4.8TB of storage in its 3U form factor and is intended to be used for primary and secondary storage.

familiar name in the NAS appliance arena, recently introduced the NetFORCE 900 filer. Targeted at small and medium-sized businesses and work units, this latest entry into the company's NAS product lineup is designed to offer a higher storage density

The NetFORCE 900, which is based on the Intel Xeon platform, features built-in hardware RAID with a battery-backed cache, as well as hot-swappable disk drives and power supplies. The NF900 is capable of up to 4.8TB of storage in its 3U form

factor and is intended to be used for both primary and secondary storage. An optional UPS is also supported. RAID and system management are provided by a Webbased GUI that allows for remote administration and system monitoring.

In addition, the NetFORCE 900 makes use of the same OS found in Procom's high-end NAS devices. It features such advanced functions as a journaling system for ensuring data integrity and checkpoints for rapid recovery of damaged or deleted files. Other features include heterogeneous file sharing across different types of platforms, SNMP monitoring, local SCSI backup options, and support for NDMP (v2 and v3).

Procom also offers ProMirror, a disaster-recovery software product, as an option to its NetFORCE customers. Pro-Mirror integrates with the NetFORCE operating system and allows a near-real-time mirror of a company's mission-critical files to be maintained at a remote location. Many 24/7 operations are looking for

a quick and simple method to back up and restore their data without affecting the performance and availability of their continuously running systems. By offloading tape backup to a mirrored system, the source system's performance is not impacted.

SNAPSHOT

Procom NetFORCE 900

Starting at \$9,995

SATA-based NAS device offering low per-gigabyte cost for small to medium-sized businesses

(800) 800-8600 www.procom.com

Competition in this market space is accelerating thanks to the availability and savings of SATA-based technology. Other SATA products in this market space include offerings from IronPC, DNF, and InoStor, just to name a few.

PC SYSTEMS Market Watch

PC Marketplace Continues Its Upward Trend

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on PC systems.

> by Sixto Ortiz Jr. . . .

YOUR BUSINESS NEEDS DESKTOPS, laptops, and workstations so your employees can get work done. All the high-end back-office technology in the world will do you no good if your employees are slogging along with underpowered systems that can't run your important applications.

After the economic challenges at the beginning of the decade, the systems marketplace is recovering and poised for further growth in 2005. Businesses that delayed upgrades during 2002 and 2003 began that process anew during 2004. Let's take a look at the marketplace for desktops, laptops, and workstations and see what's happening in this important area.

Poised For Growth

Market analysis firm IDC predicts 10% worldwide growth for the PC marketplace during 2005. According to IDC's statistics, PC sales growth in the worldwide commercial marketplace will slow from 15.9% in 2004 to 11.3% in 2005. Although sales growth is predicted to slow during 2005, the continuation of double-digit growth in the commercial segment of the PC marketplace is encouraging for manufacturers such as Dell, HP, and Gateway.

In a December 2004 press release, Loren Loverde, director of IDC's Worldwide Quarterly PC Tracker, says, "Despite the relatively weak consumer market, commercial and portable demand continue to drive growth."

This spike in demand for PCs during 2004 and 2005 makes sense: The economic turmoil during the beginning of the decade ushered in a wave of costcutting in businesses. One of the areas where cost-cutting is easily done with minimal pain is in system upgrades. Many businesses simply delayed needed upgrades until financial results improved.

IDC's survey methodology includes desktops, laptops, ultraportable, and x86 server unit shipments under the PC umbrella.

Dell In The Lead

The worldwide PC marketplace grew at a healthy 13.7% during the fourth quarter of 2004, according to IDC's January 2005 Worldwide Quarterly PC Tracker market figures. The main

beneficiary from this increased spending was Dell, which regained the top worldwide market share spot. Gateway, which completed its acquisition of eMachines in March 2004, also benefited by posting an impressive 107.5% increase in its U.S. PC shipments during the fourth quarter of 2004 over its shipments during the fourth quarter of 2003.

Apple's increasing momentum is another noteworthy marketplace event. During 2004, Apple benefited from its increased visibility among consumers—thanks, iPod and parlayed that publicity into a 15.6% surge in U.S. PC shipments. Still, the company's U.S. market share remains a paltry 3.3%, so it remains to be seen if Apple's PC market share will see significant improvement during the coming months.

No XP For Itanium

In a recent announcement, Microsoft announced it is halting development of a 64-bit version of WinXP designed for workstations powered by Intel's Itanium 2 chip. Instead, Microsoft announced it will focus its efforts on promoting the use of its Microsoft Server 2003 x64 and Windows XP Pro x64 in workstation platforms based on 64-bit x86 systems, such as AMD's Athlon 64 and Opteron CPUs and Intel's Xeon processors with 64-bit extensions.

Industry watchers are generally not surprised by this announcement, since Intel intends to aim Itanium 2 at the mid- to high-end server marketplace. This announcement certainly bodes well for AMD, which can now concentrate its 64-bit efforts squarely on the low-end server and workstation marketplaces.

SMBs Get Attention

A June 2004 Yankee Group research report indicates major infrastructure vendors are poised for a full-court press to capture significant market share in the SMB marketplace. This trend, writes Yankee Group analyst Michael Lauricella, is partly driven by a decrease in enterprise infrastructure spending. Major manufacturers are simply following the money, and right now the opportunities for greatest sales growth lie in the SMB marketplace.

The proof is in the amounts of money that major IT companies are spending to develop and promote products designed for the SMB marketplace. As evidence, Lauricella points to various initiatives recently launched by market stalwarts such as HP, IBM, and Microsoft. For example, HP recently launched a \$750 million SMB campaign, and Microsoft is planning to spend a staggering \$10 billion on SMB products and services.

A July 2004 Yankee Group Research Note detailing key laptop and desktop PC purchasing

drivers for SMBs shows that even though price is still the primary consideration for SMBs, brand name and manufacturer reputation also count a great deal. SMBs are also concerned with a product's ease of integration with existing IT network infrastructures: SMBs don't want to purchase systems that will prove troublesome in their environments.

An interesting finding in this Yankee Group survey is that very small businesses plan to increase their laptop purchases even as

their plans for desktop purchases decrease. This finding clearly indicates small businesses are increasingly taking advantage of solutions that enhance employee mobility.

Building Momentum

The systems marketplace is poised for growth during 2005, especially within the SMB market segment as the major manufacturers pay increased attention to this area. But, the momentum may not continue forever, as economic conditions could change for the worse and cause the marketplace to revert to the single-digit growth conditions seen early in the decade. For the moment, SMBs can expect to see increased competition, cheaper prices, and more sophisticated hardware as the major manufacturers vie for their stake in the important SMB marketplace. 🔃

PC Market Trends

Worldwide Growth In PC Shipments, 2002-2005

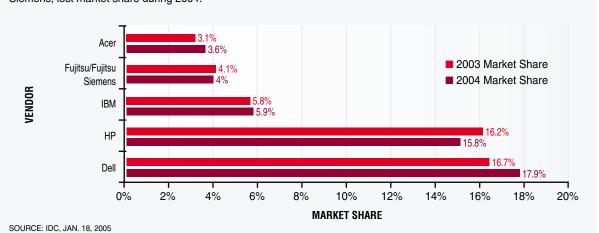
Even though IDC forecasts that growth in worldwide PC shipments will decrease from 2004 to 2005, the growth figures are still encouraging for a PC marketplace recovering from the anemic growth seen earlier in the decade.

■ Consumer ■ Commercial ■ Total Source: IDC Worldwide PC Tracker, December 2004

20% **WORLDWIDE GROWTH (%)** 15% 10% 2002 2003 2004 2005 YEAR

Top 5 Vendors, Worldwide PC Shipments, 2004

Dell gained 1.2 percentage points in worldwide market share in 2004, propelling the Austin-based company to the No. 1 position. The other four companies all posted much smaller market share changes; some, such as HP and Fujitsu/Fujitsu Siemens, lost market share during 2004.

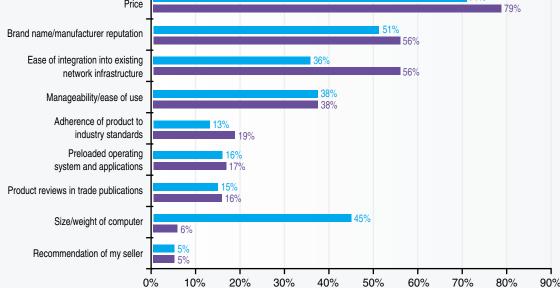


SMB Purchasing Factors

Even though price is still the primary consideration for SMBs shopping for desktops and/or lantons, the brand name and reputation of the manufacturer are also very important factors

Laptop

Desktop



PERCENT OF SMB RESPONDENTS

SOURCE: THE YANKEE GROUP 2003 SMB INFRASTRUCTURE SURVEY (UNITED STATES)



uad Opteron Chassis Solution













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SSL VPN for Windows

Virtual Booth 4078 • Virtual Product 2040

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OvisGate is the perfect solution for small businesses that need to provide confidential information to remote users, to multi-locations, to employees on the road, or to business partners or customers in need of accessing the corporate intranet. The time and energy saved by using OvisGate makes it the more financially safe and least problematic solution to your corporate access needs and it has the lowest cost among VPN solutions in the market.



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Security Management

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February 4, 2005

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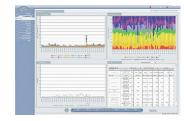
Starting At



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Lancope

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Enterprise Log Analysis Virtual Booth 3724 • Virtual Product 1429

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Event Log Monitoring Virtual Booth 4114 • Virtual Product 2087

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Security Compliance Solutions

Virtual Booth 4196 • Virtual Product 2230

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OPINIONS

Heat, Hardware & Decapitated Mice

This week has been spent getting my Christmas present (to me) working. You would think that installing a faster Intel processor on an Intel motherboard would be fairly easy. It wasn't.

I've been building my own systems since the mid-'70s when I brought home my first system in kit form. In those days, we were constantly fighting heat as the S100 "architects" decided to provide unregulated power to the motherboard. This meant that every system board had to include one or many 7805s to regulate the PDC 8-volt supply down to 5-volts DC. That, coupled with the fact that the memory boards were populated with 2102 RAM chips (1KB x 1, so 32 chips for a 4KB card) meant that the heat generated by the boards was enough to keep the oil flowing in a '57 Buick's engine block on a cold winter night. Well, I had not had any real problems with heat since the up. It came bundled with a (shall we say) less-thandesirable motherboard that I put up for adoption. My troubles started when I found my Intel 875 motherboard did not support the Prescott. I just assumed that it would, as the newer processors arrived not long after I bought the board. I was just waiting for them to get affordable. Nope, Intel's planned obsolescence made my board unable to see the new CPU. Sigh.

I froogled around and decided to get another motherboard designed to support Prescott and the other features I needed. I plopped down another \$100 on top of the \$208 for the CPU. My "cheap" upgrade was getting expensive. I made the mistake of believing the salesman and bought a "deadly serious" ATT HPS-P4 CPU cooler. After installing the motherboard, a task that I could teach my daughter George, who has a master's degree in civil engineering, I noticed the fans were

Remember that dust is more conductive when it's wet, so if your systems fail as the humidity goes up, you might just have a dirty system.

PC industry went to regulat-

Trying For A "Cheap" Upgrade

get a Pentium 4 Prescott (3.2GHz, 800GHz FSB, 1MB L2 cache) to replace my 2.2GHz P4, I snapped it ter way to cool the processor.

Intel was no help. Its online (via email) support staff said to set the thresholds to



WILLIAM (BILL) VAUGHN

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting

^ BIO NOTES

Services."

70° C and forget it. They also said that the two case fans should both blow into the cabinet. Huh? I guess they wanted me to buy another CPU once this one burned up. I finally found an award-winning Zalman CNPS7000B-Cu "Ultra-Quiet" CPU cooler and installed it. I was out another \$40 plus tax. Fortunately, the temperature dropped dramatically and the system runs at a "cool" 46° C. The fans are running at less than half speed, but I was out \$348 plus tax and the time to install it all. Not so cheap after all.

Spring Cleaning & Gardening

I found something else when I started the upgrade process: dirt. My dev system was clogged with dust. The old CPU heatsink and every leading-edge in the system were encrusted with dust. Yuck! The system looked like something out of a cheap Halloween movie. This dust, which is pretty common outside of a cleanroom environment, sticks to the inner-workings of our systems like glue. If you look into your system, check to see if the leading-edges of the fan are coated with a brown layer of greasy gunk. If so, the inner workings are also probably covered with the stuff.

Open up the system (after you power it down) and use one of those \$2 cans of air to clean it out. Plan to revisit the inner workings a couple of times a year-or when it starts smelling strange. This is also a good time to reseat all of the cards and connectors. They have a tendency to walk out of their sockets as they heat and cool. Remember that dust is more conductive when it's wet, so if your systems fail as the humidity goes up, you might just have a dirty system.

Killing Mice & Strangling Cats

As I was relaxing and feeling quite proud of myself, my cat Ink snuggled up against my laptop. She likes it when the mouse cursor moves around the screen. She's also fascinated by the red glow of the IR mouseto the point that she decided to bite off its little head. Sigh. It was a nice mouse. I buried it in the backyard with her other kills. That makes six mice, two rats. four birds, and a retractablecord SQL Server 2000 commemorative mouse.

Send your comments to bill@processor.com

Readers'Tales

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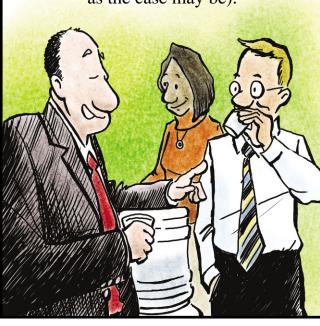
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ed power supplies—at least nothing that couldn't be dealt with. Until now.

When I saw the chance to

running at capacity. The system sounded like a Cessna 180's pre-takeoff run-up. When I watched the CPU and internal temperatures go over the red line (and the alarms go off), I went back to the Web to look for a bet-

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Vulnerabiltiy Management Virtual Booth 4017 • Virtual Product 1959

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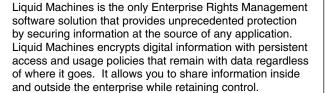
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Intellectual Property Security

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Go Ahead, Waste Away

Every so often I get the urge to get down on the floor with my toolbox and commence screwing up my storage. I can spend days ruining and then fixing things that needed no intervention whatsoever. The main thing I discovered this go-round was how much I appreciated a Promise ATA RAID adapter I purchased. For about a hundred bucks, it delivers the goods in a straightforward, unambiguous way-and when it comes to BIOSlevel monkey business, it's definitely a plus to have a clue.

After a Silicon Image RAID card zombiefied one of my drives in a mirroring pass, the Promise adapter was able to bring it back to life by seeing it as a target and mirroring data from a good drive onto it. For what it's worth, my little zombie disk was not visible under Win2000 or Partition Magic, and a Highpoint RAID card wouldn't recognize it either. I never would have expected to use a RAID card to resuscitate a funky drive, but it did. If I had more machines in my office, I would definitely stock them with Promise cards.

The best thing about the Promise card was its BIOSlevel utility, which clearly identifies connected drives and the things you can do to them, such as indicating which drive is the source and which is the target when creating a mirror. By comparison, I was disappointed to discover that a similarly priced Highpoint RocketRaid adapter in a different system didn't identify either source or target prior to mirroring drives. Still, you'd have to be an idiot to mirror something backwards—wouldn't you? Like

the protein robot malfunctioning, but I'd like to thank Highpoint for the assist. Three cheers for working backups.

Buying disk drives has never been more confusing. There are many different interfaces and many different capacities, but the technical details are nothing compared to the rebate minutiae. I think Hitachi, Maxtor, Seagate, and Western Digital all have perpetual rebate programs that I've used, but I don't know whether I can go back to the well. The drive manufacturers should create an amnesty program so rebatechallenged people like me that it couldn't be processed for some reason clearly stated in the six-point print. BTW, I wonder how many of the 400 emails that hit my inbox every day result from the email address submitted on rebate forms. Could I get that broken down into rebates that were accepted and rejected?

With disk drive capacity being so blasted huge, I found myself having difficulty justifying that much and radial geometry. Data is located on disk platters using a modified radial coordinate system of tracks and sectors, where the tracks are concentric rings



MARC FARLEY

Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

capacity for my applications: Thunderbird email, Firefox and Opera browsers, OpenOffice word processing, E-music purchases, and QuickBooks. But I'm a storage junkie and my life is incomplete without new drives, so I needed a rationalization. This year it was

Understanding disk drive performance involves a little bit of rotational physics and sectors are subdivisions within the tracks. Drive performance depends partially on how fast the data moves past the heads. If all tracks move at the same speedand they do because the platter is rigid—then it follows that data in longer tracks move faster than shorter tracks. A simple mathematical way to say it is that the speed is proportional to the track's radius length. Data bits on the outer edges of a disk platter move much faster than those on the inside. Zonebit recording stuffs more data into larger tracks, making the whole thing work as planned.

So, I short-stroke most of my new drives now. The idea of short-stroking is to create a single partition less than half the raw capacity of the drive, restricting its use to the fastest tracks and reducing seek times. The resulting disk performance is far better than a normal drive configuration. FWIW, I think "disk slop" drags on the performance of most Windows systems due to the way Windows operating systems use disk. Shortstroking tightens things up.

You could argue that it's stupid to throw away half the disk capacity, but I think of it as performance tuning. Besides, if you need it down the road, the unused capacity can always be turned on. But then again, that might be a signal to install an even-larger disk and shortstroke it, maintaining the improved preferred performance levels you crave.

> Send your comments to marc@processor.com

Understanding disk drive performance involves a little bit of rotational physics and radial geometry.

creating a mirrored pair and copying the contents of a blank drive over an existing boot drive. Hmmm, this was definitely another case of

can live without anxiety. If there is one thing that tips my scales, it's processing all that rebate confetti only to find out six weeks later

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Email Management Solution Virtual Booth 3918 • Virtual Product 1790



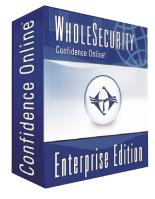
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Automatic-Pilot IT Administration

Is Autonomic Computing Ready **For SME Prime Time?**

by Bruce Gain

IT WOULD BE HARD to find an IT admin who would not welcome the day that systems would run themselves. If IBM and its partners have their way, automated computing will do just that—but small to medium-sized businesses will only gradually benefit from the concept's application.

Autonomic computing is largely about performing network administration tasks with less staff. While staff reductions are. of course, not something network admins necessarily think is a good thing, autonomic computing will ideally free up network managers' time. IT admins can thus devote more of their energies to planning what they want their networks to do, minus many of the mundane tasks (read: grunt work) that they must face every day.

A network would manage itself by automatically installing new components, checking for new upgrades, optimizing the network by reconfiguring network parameters, and self-diagnosing and automatically healing the network's layers when glitches occur. IBM likens the concept to the human body, which automatically regulates its temperature, heart rate, and other functions while freeing up the conscious brain for other tasks.

The History

IBM introduced the concept of autonomic computing in 2001, announcing that it would eventually enable networks to automatically self-administer most of the tasks that represent much of the mundane work of IT admins. In

2003, IBM and Cisco formed an alliance to co-develop self-diagnostic and self-healing systems. Subsequent to the announcement with Cisco, self-diagnostic and self-healing standards were developed on which autonomic computing tools are based.

gradually add automated computing into existing applications. "I don't think [SMEs] are going to wake up today and say, 'Wow, my system is autonomic.' I think it is going to be a gradual move to the latest technologies of their middleware, like systems management software such as Tivoli, DB2, and WebSphere applications services," Telford says. "Before they know it, they are going to say, 'It has

Don't expect a great bombshell of automated computing to transform your network in the near future.

The self-diagnostic capabilities of automated computing represented the first step in the roadmap. "Once you know what the problem is, applying a cure is not as difficult. Sometimes finding the problem, especially when it involves different layers of the IT stack, is very difficult," says Ric Telford, director of technology and architecture for IBM's autonomic computing division. "Automatic, algorithmic-based correlations and root cause analysis will replace what is [otherwise] a week-long exercise with six or seven administrators huddled in a room over a log file."

IBM now incorporates automated computing in its middleware offerings and services. The company also makes automated computing tools available to thirdparty middleware providers without charging licensing fees.

What SMEs Can Expect

Don't expect a great bombshell of automated computing to transform your network in the near future. Middleware developers, using IBM tool sets, will only only taken me one person to keep this stuff up and running, and I used to have three people."

Specifically, most of the autonomic computing capabilities available now for SMEs focus on the basics, such as optimization of a database, restarting a server, and similar tasks, says Audrey Rasmussen, an analyst for Enterprise Management Associates. "In addition, there are also products that focus on IT process automation—not the broad sweeping automation of process across IT, but more for the contained types of processes," Rasmussen says.

For the rest of the year, SMEs can thus expect similar autonomic capabilities for fundamental tasks to turn up in middleware, while the application will still likely lend itself to more ambitious functionalities, as well, Rasmussen says.

"We'll see autonomic functionality developed in other devices and disciplines. This also depends heavily on adoption of automation by IT organizations," Rasmussen says. "If users aren't adopting it, vendors will not aggressively develop more automation functionality quickly. I do anticipate that we will see more integration, which is very complementary and enabling of automation."

Case Studies

SMEs will thus benefit from automated computing in such a way without shaking up existing network infrastructures. The applications will thus become available within LAN network software and tools that are already in use and with which IT admins are familiar.

For middleware provider Singlestep Technologies, the goal is to develop automated computing tools to offer service providers ways to help reduce their customers' specific IT admin tasks, says Ophir Ronen, CTO for Singlestep.

"Typically, in small to medium-sized businesses with 10 to 20 servers, customers might turn to the service providers for a box

that can do the monitoring of that customer's infrastructure or tools that can do the [monitoring] task with the existing management system," Ronen says. "We have used automated computing to pull in IBM's AME (autonomic management engine) with our Unity [offering] and added it in a resource model that we developed jointly with IBM that offers root cause analysis. By enabling AME and Unity to work together, the service providers can provide root cause analysis for the events that are flowing on their customers' networks."

The topological event correlation that automatically determines the root cause analysis of system events thus dramatically reduces the time needed for a complicated task that an IT admin would otherwise manage, according to Singlestep. The root cause analysis is also helpful for signaling network anomalies such as worm infections, the company says.

What IBM Wants

After painting a pie-in-the-sky picture of what autonomic computing may one day do, the IBM-centric concept is also about making IBM products and services easier to use for the IT admin.

"It is easy to miss the fact that Big Blue is also doing essential 'boring' work by driving an aggressive product rationalization that will make all of its platforms more manageable," says James Governor, an analyst for Red-Monk. "Seen in this context, autonomic is not about hype—it's about portfolio simplification, with common models for error handling, monitoring and system automation, and so on and reintroducing a more formal, architectural view to the ongoing management of computing."

Autonomic computing thus involves hardcore engineering across legacy platforms, although it does represent a new technology, Governor says. "IBM doesn't just want its newer platforms to be autonomic, but it wants them all to be. Getting the basic underpinnings right is more important than any new whiz-bang technology."

IBM Autonomic Computing's Ultimate Goals

IBM's autonomic computing initiative remains in the nascent stages since its introduction in 2001. Now, flavors of autonomic computing are embedded in middleware offerings, which will gradually expand to assume tasks that otherwise require IT staffers to administer. Some of the automated tasks include:

- Self-diagnosing and automatically healing network layers when glitches occur
- · Installation of new hardware and software components
- · Checking for new upgrades
- · Optimization of the network by automatically reconfiguring network parameter
- · Network protection against intrusions

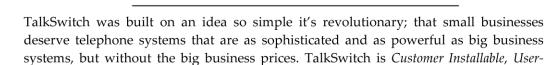
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Don't Get Hooked By Phishing

Protect Your Network & Users From Scams

by Tony Bradley

PHISHING WAS ONE of the big buzzwords in network and Internet security in 2004. These digital anglers mass-distribute their bait to millions of people in the form of email messages designed to appear as if they are from well-known, legitimate companies.

One of the hallmarks of 2004 when it comes to malicious code was the convergence of different types of malware, as virus writers joined forces with spam distributors and purveyors of phishing scams. The result was a tremendous increase in both the volume and quality of new threats. Email security firm MessageLabs noted almost a ten-fold increase in the number of phishing scam emails they intercepted from June to July of 2004, and the number stayed up the rest of the year.

What It Means For Your Network

Much of the media coverage of phishing scams has focused on individuals and the companies being spoofed by the scams. The phishing scams primarily target financial institutions in an effort to trick victims into unwittingly surrendering their username and password for their accounts, granting the attacker access to the victim's money.

To maintain the credibility of their names and in the interest of customer service, the institutions being spoofed have absorbed the costs of reimbursing the victimized users, even though they have virtually no part in protecting the users.

How big of a problem does phishing represent to an enterprise? "Huge," says Stuart McClure, co-author of "Hacking Exposed" and senior vice president of risk management product development for Foundstone,

a division of McAfee. "[It's] probably [the] No. 1 or No. 2 problem with banks [and] financial services companies."

But what if you are not trying to protect a bank or financial institution? Is phishing no longer an issue? David Zumwalt, president and CEO of privacy management solution provider Privacy, Inc., says, "Phishers are also targeting those corporate network users they can fool into revealing their usernames and passwords so the phishers can gain network access without resorting to hacking their way in using more time-consuming and complex technical exploits."

Are Companies Liable?

The concept of phishing is new enough that there don't seem to be any welldefined guidelines to cover liability. Most of the existing discussion of liability focuses on whether the institution being spoofed will reimburse the phishing victim for his losses. That is a little like blaming the bait

Is Technology **The Answer?**

A good percentage of information security boils down to more of a social issue than a technical one. Many viruses and worms would never begin to spread if the users were educated enough to realize that they should not open unknown email attachments. Unauthorized users would have less success accessing confidential or sensitive data if users knew to choose strong passwords and not write them down on yellow sticky notes attached to the front of their monitor.

Phishing attacks are a subset of the spam epidemic. The actual attack generally arrives in the form of a spam email message. So, any technical solution that can be implemented to reduce or eliminate spam might also help minimize the threat of phishing attacks. But once the spam makes it past the email gateway and to the user's inbox, it becomes much more difficult to defend against using technology.

David Zumwalt, president and CEO of Privacy, Inc., says, "Many organizations are looking for a silver bullet. Unfortunately, as with most complex problems, the solution must be multifaceted, including technology, policy and business practices, and education."

Marcus Ranum, CSO of Tenable Network Security and author of "The Myth of Homeland Security," goes even further, stating, "It's not a problem that needs a technological solution. Remember Ranum's Law: You can't solve social problems with software."

and the fish for the fish getting caught, with no consideration for the fisherman. There is very little being done to identify or prosecute the actual phishers.

If an employee falls victim to a phishing attack using the company network, does the company have any liability? Zumwalt states, "The company liability, should an employee be phished, depends upon the consequences of the phishing attack. Should the employee be phished personally, the employee is probably on [his] own. Should the employee be phished and a corporate credit card account is compromised, the liability is based upon the credit card agreement with the bank, the company, and the individual cardholder. The biggest liability may come from a phisher gaining access to the corporate network."

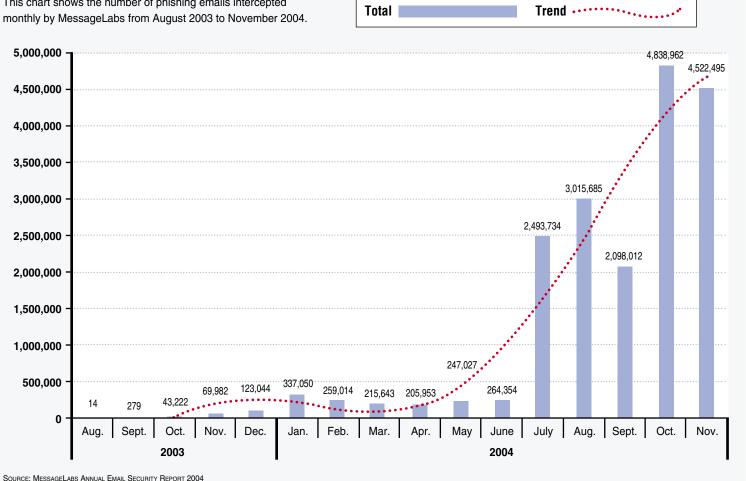
Bottom-Line Impact

If the company has no financial liability for employees who are victimized while using company resources, do they still need to be concerned about the threat of phishing scams? The answer is yes. At its core, phishing is simply a more vicious form of spam. Even if employees do not fall victim

Go to Page 30, Column 1

Phishing On The Rise

This chart shows the number of phishing emails intercepted



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Strategic Plans Critical To Midsized Businesses

IT Will Never Move Out Of Tactical Realm Without One

by Ericka Chickowski . . .

THE DEVELOPMENT OF effective IT strategy may be at the forefront of every CIO's objective list, but the reality for most leaders in midsized companies is that it is nothing more than an undelivered promise as likely to materialize as a raise in pay for the entire IT shop.

And yet, without strategic planning, no IT department can truly flourish at its highest potential.

According to many experts, this is especially true for midsized companies whose biggest asset is also their biggest liability—their ability to compete with both large and small companies.

"Good strategy and implementation processes are critical for midsize companies to achieve breakthrough performance," says Mark Friedman, founder of the strategic planning firm Real Time Strategy, in a recent whitepaper on the topic. "Midsized companies must remain nimble in order to compete with both larger companies and smaller ones, as either can wreak havoc on a midsized company's product, market position, and/or service model."

Challenges For Midsized Strategy

Friedman says that even though strategic planning is important for aligning resources and business processes, most midsized businesses fail to plan for three rea-

The first reason is that midsized businesses have typically grown from smaller companies and can't shake the "small company's line of sight on internal operations," as Friedman puts it. As a result, they are averse to even discussing formal strategy.

The second reason is that they usually have limited financial and human resources to dedicate to planning, and the third is that their managers don't often know where or how to begin on a strategy.

Another key problem raised by analysts is the fact that businesses have no time to develop plans.

"When we talk to CIOs at midsized businesses, a lot of times, their pain points are extremely tactical," says Robert Brown of Gartner. "The day-to-day firefighting and just keeping the IT department up and running leaves very little time for strategic planning."

Susan Cramm of IT consulting firm Valuedance says that remaining in this tactical firefighting mode is one of the 10 biggest mistakes a CIO can make.

"If you are responding only to tactical issues and don't have a game plan, you won't be able to focus on how to move the department forward," Cramm says.

Fortunately, midsized businesses have an opportunity in 2005 to stop making this mistake. IT spending is supposedly on the upswing, with Gartner expecting spending to increase by 7% in 2005. This means there will be more resources ready for strategic projects and one fewer excuse to prevent planning. If managers hope to maintain the rest of the organization's confidence in the IT department, it is going to be up to them to ensure that there is a feasible plan to spend this newfound cash judiciously.

Suggestions From Gartner

Ray Laracuenta of Gartner discussed the development of effective midsized strategic planning recently at this fall's Gartner Symposium. As manager of a number of analysts who examine issues for SMBs, Laracuenta knows that strategy is one of the main issues that bind all the research together.

"In 2004, midsize business CIOs are finding themselves between the proverbial rock and hard place," he notes in his presentation slides. "They are being called upon to become more strategic in contributing business value at the same time that their budgets are being held steady or reduced. [Midsized business] CIOs in 2005 must show leader-

due to external forces—compliance, for example—he also suggests that a strategy could better leverage these necessary evils.

"Many CIOs consider these projects a necessary expense, a drain on time," he notes. "A better view is to look at the projects as opportunities to improve overall

sider who is going to be in charge of strategic planning and execu-Analyst Marc Cecere with Forrester makes the case for developing strategic plans at the highest level possible. In his report "The Structure of IT: Midsize Shop Case Studies," he discusses one 120-person shop that buried stra-

goals. Whether you are one of

these managers or you are devel-

oping a strategic attitude for the

first time, it is important to con-

operations IT cluster. "The planning function in most organizations is weak—it doesn't control budgets or include large numbers of people. Placing it low within the organization reduces its base of power with an ongoing statement of how unimportant planning is," he says in the paper. "And placed within operations, it will be focused on infrastructure issues, rather than customer ones. Planning should report to the CIO and be combined with architecture."

tegic planning duties midway

through the org chart within the

Strategy should be developed at the enterprise level so that it trickles down through the organization. **Projects should be chosen based** on whether they are going to help with strategic goals.

ship by reining in this out-of-control situation."

Laracuenta stresses that one of the most important ways to improve strategic policy is to inculcate a "top down" culture in the department. This means that strategy should be developed at the enterprise level so that it trickles down through the organization. Projects should be chosen based on whether they are going to help with strategic goals.

This is in direct contrast with what Laracuenta calls "bottom up" management, with "the ultimate objective being a never-ending cycle of cost containment or revenue enhancement" for all projects, regardless of how they will affect the business as a whole.

According to Laracuenta, Gartner thinks that the best way to develop good strategy is to "shift from doing too much-risking failure—to beginning to focus limited resources on business-critical IT activities only."

This may mean outsourcing more transactional duties so that the in-house staff can focus on executing projects that will achieve strategic objectives.

In cases where the IT staff is overtaxed by projects required

Who Is In Charge Of Strategy?

more quickly."

corporate performance by central-

izing and automating processes

Oftentimes IT managers develop strategies, but they never seem to be able to realize strategic

Eight Steps To Create IT Strategies

In a recent Gartner Symposium presentation on the development of effective IT strategies for midsized businesses, Ray Laracuenta of Gartner laid out the eight critical steps to creating IT strategy. The last unnamed ninth step, he noted, is to recognize that strategies must be adjusted and maintained to stay relevant.

"What mostly drove strategy efforts into oblivion in the past was the expectation that the future is a more or less fixed thing," said Laracuenta. "The 1990s proved this wrong, and an unfortunate casualty was the idea of developing and keeping a strategy alive. The first eight steps can be viewed as a big onetime event; it's the ninth that makes it all worthwhile."

The eight steps Laracuenta identified are as follows:

- 1. Understand the business strategy.
- 2. Establish a governance process and financial toolset.
- 3. Define what the enterprise architecture must look like.
- 4. Examine the boundaries set by the current infrastructure architecture.
- 5. Define the application change strategy.
- 6. Define the IT operations strategy.
- 7. Define the people-sourcing strategy.
- 8. Document IT strategies.

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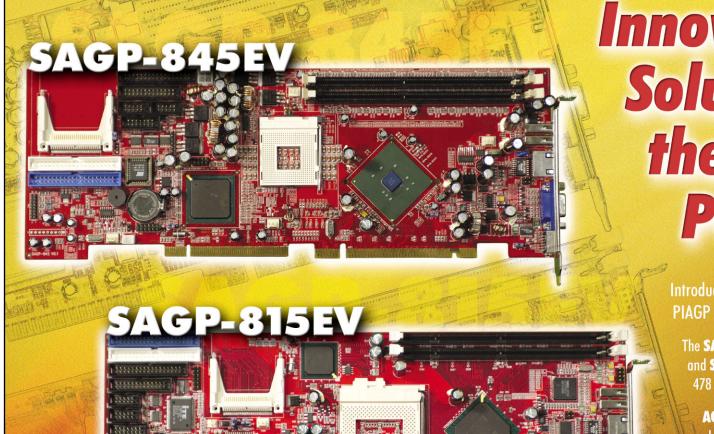
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In Mexico, as well as Canada, nearshoring often retains a strong

offshoring element, as India con-

tinues to extend its operations in

these nearby countries. Although

the cost savings of outsourcing in

these countries (particularly Can-

ada) aren't likely to compare to

those had the work remained in

India, U.S. companies previously

sourcing the work to India can

appreciate the easier physical

According to Westcott and

Wasch, the quality of outsourced

work isn't likely to change just

because it's closer to home, al-

though some factors, such as

access to their projects.

Looking Ahead

Upcoming IT Events

- FEBRUARY -

VoiceCon 2005 Feb. 7-10, 2005 Walt Disney World Dolphin Hotel, Orlando, Fla. www.bcr.com/voicecon

. Southern California Linux Expo

Feb. 12-13, 2005 Los Angeles Convention Center, Los Angeles, Calif. www.socallinuxexpo.org

CompTel/ASCENT Spring 2005 Convention & Expo

Feb. 14-17, 2005 Morial Convention Center, New Orleans, La. www.comptelascent.org/events /new-orleans/index.html

. LinuxWorld Conference & Expo

Feb. 14-17, 2005 Hynes Convention Center. Boston, Mass. www.linuxworldexpo.com

. RSA Conference 2005 Feb. 14-18, 2005 Moscone Center. San Francisco, Calif. 2005.rsaconference.com/us

. Search Engine Strategies 2005 Conference & Expo Feb. 28-March 3, 2005

Hilton New York, New York, N.Y. www.jupiterevents.com/sew/winter05

- MARCH -

RFID World March 1-3, 2005 Gaylord Texan Resort, Dallas, Texas www.shorecliffcommunications.com /rfid05

Premier 100 IT Leaders Conference

March 6-8, 2005 JW Marriott Desert Ridge Resort, Scottsdale, Ariz. www.premier100.com

Network Storage Conference March 7-9, 2005

Embassy Suites Hotel, Milpitas, Calif. www.networkstorageconference.com

Help Desk Institute

Annual Conference & Expo March 7-10, 2005 Venetian Resort, Las Vegas, Nev. www.thinkhdi.com/trainingEvents /annualConference

. National Enterprise IT Show March 7-10, 2005

McCormick Place, Chicago, III. www.manufacturingweek.com

Spring 2005 VON Conference & Expo

March 7-10, 2005 San Jose Convention Center, San Jose, Calif. www.pulver.com/von/index.html

PC Forum

March 20-22, 2005 Fairmont Scottsdale Princess, Scottsdale, Ariz. www.edventure.com/pcforum /venue.cfm

. Server Blade Summit 2005

March 22-24, 2005 Marriott Hotel, Santa Clara, Calif. www.serverbladesummit.com

- APRIL -

FOSE 2005: Where Government

Meets Technology April 5-7, 2005 Washington Convention Center, Washington, D.C. www.fose.com

Infotec 2005 April 5-7, 2005 Qwest Center Omaha, Omaha, Neb. www.infotec.org

. **ASCDI Spring Conference** April 13-16, 2005 Universal Hard Rock Hotel, Orlando, Fla.

www.ascdi.com

Nearshoring Picks Up Steam

Reliable, Nearby Outsourcing **Attracts U.S. Companies**

by Christian Perry

THEY SAY THAT HOME is where the heart is, but for U.S. companies looking to offload IT work, close to home might be just as good.

Nearshoring, the practice of sending work to nearby countries instead of overseas, continues to gain momentum in the United States as companies discover that countries such as Canada, Mexico, and Ireland can be smart choices for affordable, reliable outsourcing. Unlike India and China, many IT workers in some of these countries have an intimate knowledge of the U.S. market thanks to cultural or language similarities, or simply proximity alone.

"Based on the history of the IT service industry, a lot of Canadian IT professionals have had a great deal of experience working in the United States on projects," says Jim Westcott, a senior analyst with IDC Canada. "From that perspective, Canadian IT practitioners would have a really good understanding of the expectations of U.S. customers and the kinds of issues they deal with."

Westcott notes that consultants spent plenty of time traveling back and forth between the United States and Canada in the mid-'90s, contributing to an experience base that U.S. companies value today when it comes to outsourcing their work.

Yet this isn't to say typical offshore countries are necessarily losing business to nearshore countries; the entire outsourcing market continues to expand across all regions. Further, companies continue to rely heavily on factors other than proximity when opting for outsourcing.

In a nearshoring survey conducted last year by IDC, U.S. IT executives identified availability of experienced professionals and access to specific technical skills as the most important criteria for selecting an outside service provider. These were followed by cost and quality of English competency and cultural similarity.

Of course, some of these factors can be directly influenced by proximity to the United States, away local work faster than off-

"Canada's now pricing themselves out of the market because their dollar continues to rise," says Ken Wasch, president of the Software & Information Industry Association in Washington, D.C.

The Canadian dollar recently enjoyed its largest gain in 16 years, eliminating the cost savings previously seen by U.S.

shoring, but several factors should ease worries, at least for now.

> English proficiency, could play important parts in a company's selection of location. "It's the responsibility of the outsourcer or nearsourcer to make sure that the quality of the out-

sourced or nearsourced component is as good as it would have been had it been done in the

United States," says Wasch.

To offshoring companies, nearshoring doesn't appear to be a threat, partially due to the integration of their operations into nearshoring countries. And though the cost savings with nearshoring can be significant for U.S. companies, at present it's not vast enough to cause panic among domestic companies looking to keep work at home—at least not any more panic than is already caused by offshoring.

"In the U.S., the magnitude of the offshore market is much greater than the nearshore market, so most U.S. companies that are thinking of offshoring don't necessarily think of Canada as a top-of-line destination," says Westcott. "In terms of the expansion of the IT market, it's probably the offshore market that's still moving rapidly."

"Canada's now pricing themselves out of the market because their dollar continues to rise."

- Ken Wasch, president of the Software & Information Industry Association

and the IDC study reflected that notion, as 42% of respondents indicated they weren't concerned at all about the distance to their nearshore provider, while only 24% answered the same about their offshore provider. IDC says in the report that "there is no doubt that it is easier for companies to control the quality of the deliverables when onsite project reviews can be easily arranged."

Another factor benefiting nearshoring countries is geopolitical stability. According to the study, 48% of respondents view Canada as having very high geopolitical stability, while fewer than 4% said the same about offshore countries.

Offshoring Still Rolling

Despite the perceived benefits of doing business with nearby countries, traditional offshore countries such as India, Russia, and China still receive the bulk of outsourcing, as established, reliable companies in those countries experience little trouble finding new contracts.

Nonetheless, concern still exists that nearshoring will begin to drain "In Canada, typically what we

companies sending work to their

northern neighbor.

saw was anywhere from a 15% to 30% price break," explains Westcott. "It's probably closer to the lower point now."

If the Canadian dollar remains strong while the U.S. dollar remains in decline, U.S. companies could start moving Canadian work to India and other offshoring countries where the currency is stable and helps to deliver consistent cost savings. However, the U.S. dollar still goes far in Mexico and Ireland, other prime nearshoring locations.

Why Are U.S. Companies **Turning To Nearshoring?**

Many U.S. companies looking to outsource to an outside service provider turn to nearshoring. Here are some reasons why.

- · Convenient access to outsourcing companies
- · Higher cost than offshoring, but cheaper than U.S. labor
- · More efficient communication
- Closer cultural affinity

Don't Get Hooked By Phishing

Continued from Page 26

to the actual attack, the emails are still using network bandwidth, and the company still suffers from the loss of productivity.

The impact of spam in general on productivity and the corporate bottom line can be pretty hefty, according to Zumwalt. "According to various analysis firms, the cost of spam runs between \$200 and \$500 per user, per year, the bulk of which comes from lost productivity. This means that a company that has no antispam measures in place—with, say, 1,000 users, each of whom loses \$350 of productivity per year to spam-will effectively waste \$350,000 per annum."

Protecting The Network

There are some tools available to help network and security administrators proactively defend against phishing attacks, but not many. McClure says, "Many vendors are gunning for

a product solution, including McAfee." It is a very new market segment, however, and there don't appear to be any solid solutions aimed primarily at defending against phishing attacks.

Zumwalt adds, "Most antiphishing solutions are geared to identify attacks that have been

There are some tools available to help network and security administrators proactively defend against phishing attacks, but not many. launched and provide blacklists to the major ISPs. Unfortunately, it can take anywhere from six hours to four weeks to take down an offending [Web site]. Sophisticated phishers simply establish new sites as the old ones are discovered."

Zumwalt's company, Privacy, Inc., makes a product called Opaque, which can help to defend against both spam and phishing attacks. The product essentially acts as an email proxy, hiding the true internal email addresses and sharing only virtual email addresses with the public Internet. Only approved senders are allowed to send email in to the network and unwanted or suspicious messages are blocked or flagged.

With the significant increase in phishing attacks and the subsequent impact on corporate networks and employee productivity, more companies are sure to jump on the bandwagon to attempt to address this issue. Zumwalt offers this caveat, though: "Technology must be combined with clear policy, matching procedures and education. Security solutions alone will not serve to protect sensitive data."

What's Happening?

Making XML Easier To Share

W3C Endorses XInclude 1.0 To Ease XML Information Sharing Across Documents

by Stephen J. Bigelow

As the Web gained popularity, businesses quickly understood the limitations of everyday HTML. Some level of interactive operation was possible, but HTML Web pages were mainly used as bulletin boards. Business needed a much more robust and versatile means to manage and exchange data across the Internet, not to mention within an organization. XML evolved to meet the demand for superior data exchanges. However, XML's many potential schemas have created its own potential obstacles to

etc. Several applications are even using XML to save their internal data or configuration state; OpenOffice and Microsoft Word can now save in XML."

Plots & Schemas

XML itself has become a staple of business communications, and it's not difficult to translate XML documents between schemas. "XML has a major advantage over other formats. Despite different schemas, one can transform an XML document to another using XSLT (i.e., without having the burden of writing a complete application

WORLD WIDE WEB

data exchanges. To smooth data sharing between diverse XML documents, the World Wide Web Consortium has recently endorsed a new specification: XML Inclusions Version 1.0 (or simply XInclude 1.0), which should ease the awkward workarounds now being used in the industry.

Success Is Everywhere

According to Philippe Le Hégaret, architecture domain lead at W3C, XML originally arose from a mixture of HTML and SGML as a superior means to exchange Web data. "The challenge was to put the SGML community and the Web community around the same table, back in 1995/1996, in order to come up with XML. So, back in early 1996, W3C hosted the first meeting of those folks, called SGML on the Web. From there, it grew at W3C into XML." XML was so successful that there have been few updates since its initial

"Very little is needed to implement XInclude. In fact, existing valid XML parsers already [provide] some inclusion mechanism due to their support of DTD."

- Philippe Le Hégaret, W3C

release. "We released XML 1.0 as a W3C Recommendation in 1998 and XML 1.1 in February 2004, mainly to support newer versions of Unicode, the character set used in XML," says Le Hégaret.

The success of XML, says Le Hégaret, can be seen everywhere in applications ranging from servers to desktops. "Nowadays, it [XML] is used as the basic format for data interchange—Web pages (XHTML), vector graphics (SVG), voice application (Voice-XML), B2B (Semantic Web, Web Services),

for that purpose)," explains Le Hégaret. However, XML authors (developers who create company or industry-specific XML data subsets called schemas) have wrestled with problems of sharing data elements between XML documents; an issue Le Hégaret calls "inclusion," which is accomplished by merging a number of XML information sets into a single composite set of data. "Inclusion is the ability to reuse content, which lets me take something like a copyright statement and include it on all my company's XML documents. Without an inclusion mechanism, you have to copy and paste, and this lets you just reference it [the element that you're copying/pasting]," notes Le Hégaret.

Until now, XML authors have been forced to use DTD (Document Type Definition), a server-based set of instructions that help workstations interpret XML documents and their elements. But DTD is cumbersome and inconvenient to use, and the W3C is leading the move away from it. For example, W3C has mandated use of the XML Schema specification in other efforts such as SOAP (Simple Object Access Protocol) 1.2 and WSDL (Web Services Description Language). The recent introduction of XInclude 1.0 should help to ease data sharing without the need to move to a single, universal schema.

The development of XInclude 1.0 had its share of roadblocks, though. "The major issue has been architectural, given the ability of XInclude to transform data into XML or plain text, independently of the original type of the data. This issue has been resolved in the W3C recommendation," says Le Hégaret.

Getting XIncluded

"Very little is needed to implement XInclude. In fact, existing valid XML parsers already [provide] some inclusion mechanism due to their support of DTD," says Le Hégaret. "XInclude is a simpler but yet more powerful way to do those inclusions, as well as providing fallback mechanism in case the external resource cannot be retrieved for inclusions." The trick is for XML developers to ensure that an organization's XML parser is adequately updated to support XInclude. "No real changes to the infrastructure or software is needed. APIs, like SAX or DOMs, do not need a

new revision in order to support XInclude; it's the job of the XML parser," he notes.

Given the direct effect that XML can have on potentially important corporate data, Le Hégaret suggests that XML developers exercise great care when preparing XML products for deployment. "Upgrading XML schemas [and] documents to support a new version of an XML application or deploying new Web Services [has] triggered lots of issues in the enterprise." Extra

precautions should be taken to ensure smooth version transitions.

Ultimately, Le Hégaret sees a very bright future for XML. "The use of XML as an interchange format will continue to spread across the industry; there are still lots of applications out there that ought to use XML as their format, thus enabling others to reuse their data more easily." A new release of XML may also be somewhere on the horizon, says Le Hégaret. "The next major milestone for XML will be the result of the XML Binary Characterization Working Group, which may lead us to provide a new major release of XML." In the meantime, XInclude has been added to the core technologies for XML, but there are no immediate plans for an updated specification. "There are no plans for future versions of XInclude at this time. The next needs [of XML users] are currently too domain-specific to be integrated into a generic mechanism such as XInclude."

What's Next

XML Getting Faster

XML HAS EMERGED as an essential tool that allows users to share information online. Although XML has proven its robust capabilities and versatile operation, it is not a particularly efficient language. XML works with text data that is readable by people and XML parsers (command processing programs). XML data sets, labels, and tags can all combine to generate very large files. When matched with XML-based protocols (Web services), XML exchanges often result in a great deal of traffic.

Developers are looking to the future of XML by exploring a new format to compress XML transmissions, dubbed binary XML. There are several projects ongoing, including Sun's Fast Infoset Project and the Binary Characterization Working Group sponsored by the W3C. The hope is to eventually use binary XML to boost the performance of XML-based applications ranging from ebusiness to data exchanges between mobile devices. As work continues, however, there is concern that the move to a new XML format may cause incompatible XML versions, making the issues of backward compatibility extremely important for future adoption.

New Paint Blocks EM Emissions

WIRELESS NETWORKING HAS BECOME a popular means of connecting PCs and peripherals, allowing network and Internet access without the hassle of physical wiring infrastructure. Mobile PC users (and users in temporary locations) particularly benefit from the flexibility offered with wireless technologies such as Wi-Fi, WiMax, Bluetooth, and UWB. Unfortunately, wireless networks are notoriously difficult to secure, often allowing unauthorized wireless users to piggyback on local wireless availability, potentially exposing personal data (even corporate networks) to attack.

One solution to securing a wireless network is to limit the electromagnetic (aka radio) signal strength outside of an authorized area. Companies such as Force Field Wireless have developed DefendAir Radio Shield, an EM-resistant paint additive that can reduce the transmission of radio waves through walls, ceilings, and doors. The additive mixes copper and aluminum fibers into the paint, effectively establishing a Faraday cage within the painted area. However, the use of such products will also block TV, radio, and cell/wireless phone signals.

I Hard Drives Reaching Size Limits

SMALL HARD DRIVES have established themselves in many commercial electronic devices such as MP3 players, digital cameras, cell phones, and even video recorders, typically competing against other storage technologies such as flash memory. As hard drives have continued to shrink, reductions in platter area have drastically reduced the available storage area. According to industry analysts, today's miniature drives with 0.85- to 1-inch platters have probably gotten as small as possible (while still able to provide more storage than flash memory for a comparable price). Although physical sizes are unlikely to shrink much more, capacities should continue to improve as new drive storage technologies work into the products. For example, perpendicular recording techniques should help to move miniature 4GB to 5GB drives to 8GB to 10GB within the next year or so.

NEXT WEEK IN PROCESSOR...

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- What HP's Virus-Throttling Software aims to do
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Virtual Booth 3729 • Virtual Product 1435

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Application Virtualization Virtual Booth 4032 • Virtual Product 1972

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Enterprise Mgmt. Software

Virtual Booth 3793 • Virtual Product 1559



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Tripwire For Servers

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Virtual Booth 4066 • Virtual Product 2024



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Clustering Solutions

Virtual Booth 3920 • Virtual Product 1792

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IT Lifecycle Management Virtual Booth 4149 • Virtual Product 2128



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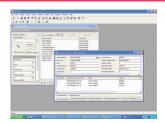


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Media Management System Virtual Booth 3998 • Virtual Product 1943





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Application Performance Virtual Booth 3920 • Virtual Product 1793

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Virtual Booth 4058 • Virtual Product 2006



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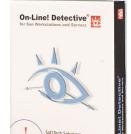
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Sun System Support Virtual Booth 3730 • Virtual Product 1436





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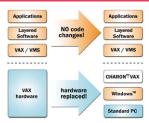
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Virtual Booth 3800 • Virtual Product 1579

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Virtual Booth 4028 • Virtual Product 1967

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Data Center Design Virtual Booth 4158 • Virtual Product 2141

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Custom Software Design Virtual Booth 4127 • Virtual Product 2102

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Server Replication Virtual Booth 3897 • Virtual Product 1767

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Virtual Booth 4157 • Virtual Product 2133

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Co-location Service

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Virtual Booth 4022 • Virtual Product 1962

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Computer Nameplates

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Virtual Booth 2895

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IT Services

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Global Gateway Services Virtual Booth 4056 • Virtual Product 2005

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IT Security Management Virtual Booth 3870 • Virtual Product 1705

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Managed Security Solutions Virtual Booth 3843 • Virtual Product 1637

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Managed Network Security

Virtual Booth 3983 • Virtual Product 1910

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Penetration Testing Virtual Booth 3815 • Virtual Product 1608

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February 4, 2005

Security Architecture Services Virtual Booth 3829 • Virtual Product 1625

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Virtual Booth 15 • Virtual Product 1533



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SAN Solutions

Virtual Booth 15 • Virtual Product 1532





Our approach provides for storage networks that grow in terms of performance, capacity and connectivity while significantly lowering the total cost of ownership. Evolving Solutions delivers end-to-end SAN solutions for our customers with world-class hardware and software products from McData, IBM and Brocade. We provide the tools, and consulting expertise to implement robust SAN solutions.



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International IT Services

Virtual Booth 2530 • Virtual Product 2122

Signature Technology Group provides maintenance of IT products & offers maintenance-related services.

- Hardware Maintenance PCs to Mainframes
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- Global Dispatch Tracking every service call Flexible Data Base - Assures Adherence to SLAs
- Certified Technicians Quality Management · Multilevel Logistics - Parts on Demand

Our customized database information is retained & referred to for real time access by STG's management & clients, and analysis often results in changes and improvements to our support plans.

STG's global technical team performs 24 hours a day, 7 days a week, 365 days a year. Please call us for more information or to request a no obligation quote.



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IT Operations Services Virtual Booth 4050 • Virtual Product 1993

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MCSE Certification Course

Virtual Booth 355 • Virtual Product 2119



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IT Training Courses Virtual Booth 4009 • Virtual Product 1953



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Copper Cables Virtual Booth 3762 • Virtual Product 1527



- · Slim line strain relief; can butt next to each other in highdensity hub, without bending.
- · Standard lengths and colors in stock and ready to ship.
- Available in both Cat6 and enhanced Cat5E; snag-proof boot to protect cable.
- Custom lengths built to order quick turn and high quality. Carry a lifetime warrantv.



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Networking Cables

Virtual Booth 2921 • Virtual Product 1830



We can meet your network cable needs!

• 350MHz Cat5e Patch Cables

- Crossover cables are ideal for 2 system networks or linking other equipment such as hubs and routers together
- Patch Cables From 1 to 100 feet in a variety of colors
- Bulk 1000' Rolls of Networking Cable
- Face Plates, Wall-Jacks and More for your Networking Needs

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Fiber Channel Cables

Virtual Booth 4174 • Virtual Product 2173



- Support for distances up to 10 km
- · High-bandwidth utilization with distance insensitivity
- · Greater connectivity than existing multidrop channels
- Support for multiple cost/performance levels
- Ability to carry multiple existing interface command sets

Performance from 266Mb/second to over two Gb/second

• 1Gb Fibre Channel starting at just \$14.88 each



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Fiber Optic Cables

Virtual Booth 3307 • Virtual Product 1677



- Designed for high-speed data transmission
- Available in Multimode, Single Mode
- Available in combinations of SC/ST/MT-RJ/FDDI
- Standard lengths in stock ready to ship



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Fiber Cables

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- Each cable individually tested for optical performance.
- Wide assortment of connector styles in stock lengths available for immediate shipment.
- Custom lengths built with 1-3 day lead times.
- Single-mode, multi-mode, and 10 gig available.
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Fiber Optic Cables

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We can meet all your fiber optic needs

- SC to SC Multimode Fiber Optic Jumper Cables
- ST to ST Multimode Fiber Optic Jumpers
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 - Cables For Less

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Firewire Cables

Virtual Booth 3307 • Virtual Product 1676

- Available in combinations of 4 or 6-pin (FireWire400) and 9-pin (FireWire800) configuration
- Meet FireWire 1394a and 1394b specifications
- Shielded to protect signals from EMI noise
- Designed to reduce cross talk and ensure error-free data transmission



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Media Converters

Virtual Booth 3683 • Virtual Product 1251



Transition Networks offers standalone form factors as well as chassis modules.

- · Allows conversion of media using space-saving devices
- Available in wide array of protocols:
- -Ethernet -Fast Ethernet
- -Gigabit Ethernet -ATM/OC-12
- -T1/E1
- -DS3
- -High Speed Serial
- See Web site for all available converter options



6475 City West. Parkway Eden Prairie, MN 55344 Phone: (800) 526-9267 Fax: (952) 941-2322 WEB SITE: www.transition.com

Media Converters

Virtual Booth 3821 • Virtual Product 1617



Matching cable types is simple and affordable with Pure Networking Media Converters

- Economical devices that enable you to connect different types of media without adding to your repeater count
- Completely transparent to the network
- Compact size use on the desktop or wallmount them
- FREE 24/7 hotline technical support



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Media Converter

Virtual Booth 3795 • Virtual Product 1563



Media Converter ME51 Series 10/100BaseT(X) to 100BaseFX Fiber Converter

Moxa Media Converter is a standalone physical layer device that converts between 10/100Base-T(X) and 100Base-FX segments of the same network. Supports Link Fault Pass Through. Fiber connection's half/full duplex mode is DIP Switch selectable.



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Selectable Media Converter

Virtual Booth 4116 • Virtual Product 2089



"Double Duty" 10/100TX-100FX Media Converter

- Choose 10/100 auto-sensing, 10base or 100base fixed
- LED Status for remote TP Port Monitoring
- Loop Back Test Function of Installation Diagnostics • Far End Fault Function
- Multimode or Singlemode Fiber
- Rack-mount or Standalone Options

83 Able Drive - Suite C Newark, DE 19702 **VERSITRON** Toll Free: (800) 537-2296 Phone: (302) 894-0699 WEB SITE: www.versitron.com Your Copper-to-Fiber Connection EMAIL: fiberlink@versitron.com

10/100BaseT Tap

Virtual Booth 3893 • Virtual Product 1759



The World's First and Only "Zero Delay" 10/100 Tap

- "Zero Delay" technology ensures zero packets dropped if power is lost to the Tap
- · Passive monitoring access port enables 100% visibility without data stream interference Redundant power is included to guarantee monitoring
- Net Optics® Customer First!

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Fiber Management Systems

Virtual Booth 3827 • Virtual Product 1622



Fiber Management Systems, Components and Services

- Assessment and design services
- Installation and testing services
- Trunk cables
- Jumper cables and patch panels • Subfloor conveyance tray systems
 - Contact us for pricing information



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Fiber Routing System

Virtual Booth 3928 • Virtual Product 1812



- FiberRunner Routing System
- Fastest Installations QuikLock couplers and brackets reduce system installation time dramatically
- Easy to Maintain provide access to cable without removing any covers or compromising cable security
- Strong and Versatile available in 12x4, 6x4, 4x4 and 2x2 sizes; compliant with Telcordia GR-63-CORE NEBS



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Fiber Distribution Systems

Virtual Booth 4054 • Virtual Product 1999



APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.



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Vertical Cable Management

Virtual Booth 3928 • Virtual Product 1811



PatchRunner Cable Management

· Designed to manage highdensity network cabling while minimizing floor space requirements

February 4, 2005

- Eliminates the need for horizontal cable managers when used with PANDUIT
- angled patch panels Cable management fingers with integral bend radius control align with rack spaces to support cables as they transition into the vertical pathway



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Horizontal Cable Mgmt.

Virtual Booth 4175 • Virtual Product 2179





19" Rackmount Horizontal Cable Management

These products work great for relay racks, network racks, server racks and other 19" rackmount storage units. See our wide range of cable management options. www.iscdfw.com

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Arlington, TX 76011 Fax: (817) 649-1770 EMAIL: Sales@iscdfw.com

Cable Management System

Virtual Booth 4118 • Virtual Product 2091



Fiber Optic Cable Management System Assures Bend Radius Conformance Fast-Drop® Fiber Optic Bend Radius Control Modules

"Perfect 90 Degree Radius" sufficient to provide correct minimum bend for fiber optic cables ensuring consistent data transmission



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Managed Patch Panels

Virtual Booth 3928 • Virtual Product 1813



The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater

IT Environment Monitor Virtual Booth 3669 • Virtual Product 1248

Room Alert 2 monitors the environment of the data center.

Environment sensors built-in and attached to Room Alert 2

buttons & more. AVTECH's PageR Enterprise software is

included to allow monitoring network-wide, unlimited alert-

ing & automatic corrective action for a complete IT solution.

will dynamically monitor temperature, humidity, main & UPS power, flood/water, smoke/fire, intruder/entry, panic



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> Starting at \$1,495

UPS Environment Sensor

Virtual Booth 3804 • Virtual Product 1645



- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
- 2 contacts for door open, genset start up or other userdefined parameters
- Alarm thresholds set through SNMP/Web interface; notify email/SMS/pager

Mission Critical Monitoring

Virtual Booth 3896 • Virtual Product 1765

• Compatible w/any Ethernet/SNMP-enabled MGE UPS

UPS SYSTEMS

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Rack Monitor System

Virtual Booth 3871 • Virtual Product 1706



Rittal's new computer multicontrol system offers system security & monitoring plus these functions:

- · Vandalism/shock/vibration detection
- Remote smoke alarm and temperature sensors
- · Climate control/thermal management functionality
- Prevention against unauthorized access via swipe card/keypad authorization, lockout and much more.



One Rittal Place Springfield, OH 45504 Phone: (800) 477-4000 Fax: (937) 390-5599 WEB SITE: www.rittal-corp.com

Environmental Sensor Hub Virtual Booth 3146 • Virtual Product 0582



Multi Protocol Alarm Notification and Control Inputs - Dry contact, 4-20mA, 0-5 & 0-10VDC (expandable from 8 to 104 inputs), Keypad for access control, Modbus Outputs - Dry contact (up to 36), Sensor/Accessory power Communication Ports - RJ-11, RJ-45, RS-232, RS-485 Protocols - TCP/IP; UDP/IP; ICMP, HTTP/HTML, SNMP (get/set/traps), BACNet/IP, Terminal Emulation, TAP, PPP



208 Commerce Drive Fort Collins, CO 80524 Phone: (970) 484-6510 Fax: (970) 484-6650 WEB SITE: www.rletech.com EMAIL: sales@rletech.com

Network Enabled Environmental Monitor

Features:

- **Email Notifications** Full SNMP Capabilities
- Graphing Requires No Software
- Sends SNMP Traps to 4 Destinations
- Full Password Protection Fully Compliant with all Operating Systems

We also have larger devices with more sensor



\$295 w/ Temperature \$395 w/ Temp & Humidity

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Water Leak Detection

Virtual Booth 3896 • Virtual Product 1764



- Early detection of potential water/moisture problems
- Over 3 million feet of patented cable deployed

221 Third Street Tower Newport, RI 02840

Phone: (888) 220-6700

WEB SITE: www.avtech.com

Fax: (401) 847-6701

- Monitor up to 5000 feet and pinpoint leak location Dries quickly, easy to install
- Virtually eliminates false alarms
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Plenum rated)



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Environmental Monitoring

Virtual Booth 3899 • Virtual Product 1769



Sensaphone IMS-4000 **Comprehensive Remote Site Monitoring**

Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.

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IT Temperature Monitor

Virtual Booth 4115 • Virtual Product 2189



Sensatronics IP-based environmental monitors and partners of Network Management Software help protect your business assets by providing early alerts of out-of-range environmental conditions. Our devices provide for:

- Detecting Water Leaks Temperature Monitoring
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Bow, NH 03304 Phone: (603) 224-0167 EMAIL: monitor@sensatronics.com

Fire Suppression System

Virtual Booth 4086 • Virtual Product 2049



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Fire Protection System

Virtual Booth 4095 • Virtual Product 2058



Clean Agent Fire Suppression System

ECARO-25™, utilizing HFC-125 (DuPont[™] FE-25[™]) as the fire-extinguishing agent, is the best, most cost-effective clean agent fire protection system available. ECARO-25 is perfect for NEW clean agent fire suppression applications, as well as for Halon replacement projects. This highly effective fire suppression system is safe for people, assets and the environment.



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Floor Lifter and Bracket

Virtual Booth 3832 • Virtual Product 1627

Kit Price \$79.95



Every Data Clean Floor Lifter features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight.

Data Bracket. The enameled heavy-gauge steel mounting plate is equipped with a durable, universal bracket to hold the Data Clean Floor Lifter.



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Virtual Booth 3992 • Virtual Product 1928





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Portable Air Conditioner

Virtual Booth 3731 • Virtual Product 1437

Starting Price \$2,350



- Control server room temp
- · Offers flexibility at low cost
- Protects electrical equip. • Designed for continuous
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- tions Up to 2 tons in 115 volts
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- 32 different models
- Easy installation



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Cable ID System

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AAA Cable Markers - The **Professional Solution**

- Organize patch panels & racks quickly White "C" clips numbered
- in black 0 to 9 · Identify cable ends at a glance
- Connect while network is operational Clip on / clip off / rotate for
- EZ viewing Fits category 3,4,5 or 6 standard cables
- Each 400+ count bag can dress 96+ cables



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Power Tower XL Dual Power

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- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing



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Power Tower XL Zero U

Virtual Booth 931 • Virtual Product 1071



- Remote Reboot via IP
- · Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control



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Sentry Commander PT40 Virtual Booth 931 • Virtual Product 1073



- · Remote Power Management & Pass-Through Console Port Access
- 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem



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Prevent Data Loss

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- Schedule shutdown periods
- Control & monitor eight 120VC, 20A outlets (16A unit total)
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- SNMP management
- Login/password security

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Zero U PDU w / Monitoring

Virtual Booth 2144 • Virtual Product 780



24 RECEPTACLE REMOTE POWER **MONITORING & DISTRIBUTION**

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- RS232 Interface 120/208VAC 10,20,30A Models
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Power Control & Monitoring

Virtual Booth 2144 • Virtual Product 778



8 RECEPTACLE POWER CONTROL AND MONITORING

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models • Turn On, Off, or Reboot any or All Receptacles



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Isobar® Surge Suppressor Virtual Booth 3710 • Virtual Product 1331



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- · All-metal housing
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Trans Switch w/Pwr Control

Virtual Booth 2144 • Virtual Product 779



8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles



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Fail-Safe Transfer Switch

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- Primary select switch to designate the primary & secondary power feeds
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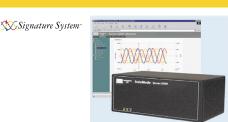


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Power Quality Monitoring

Virtual Booth 4178 • Virtual Product 2188



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Line-Interactive UPS Virtual Booth 3634 • Virtual Product 1180



- PRO-E Series: 500, 700, 1100 & 1500 VA models
- Built-in double-boost and single-buck AVR (Automatic Voltage Regulator) function for AC sags and AC surges
- Independent Battery Bypass™ allows AC operation when batteries are weak or dead
- Includes MINUTEMAN SentryII[™] software
- 3-year warranty including batteries

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Fr: can't afford to

To: can't afford not to





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Double Line-Interactive UPS

Virtual Booth 3634 • Virtual Product 1182



Enterprise Series UPS

- 500, 750, 1100, 1500, 2300 and 3200 VA Models
- True sinewave / Double-line-interactive (AVR)
- Universal design for rack mount, wallmount or tower
- Scalable, unlimited runtime with external battery packs
- · SNMP-capable for easy, Web-based remote power mgt.
- 3-year warranty including batteries

1455 LeMay Drive

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Line-Interactive UPS

Virtual Booth 2784 • Virtual Product 1214



Full Protection for Internet computers & advanced servers

- Fully digitized microprocessor-UPS is controlled by a CPU
- Automatic Voltage Regulator (AVR)
- Smart RS-232 communication port
- Hot-swappable battery by users
- Schedule shutdown & reboot Available VA Capacity: 1K/1.5K/2.2K/3K VA

Complete Power Solution

623 S. State College Blvd Fullerton, CA 92831 Phone: (714) 525-8889 Fax: (714) 525-8881 WEB SITE: www.powercom-usa.com

3U Rack/Tower UPS System

Virtual Booth 3710 • Virtual Product 1329



Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems

- 5000VA power capacity
- Pure sine wave output in battery backup mode
- •14 outlets (10 15-amp, 2 20-amp and 2 twist-lock 30-amp)



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329 WEB SITE:www.tripplite.com/promo/proc EMAIL:info@tripplite.com

Online True Sinewave UPS

Virtual Booth 3634 • Virtual Product 1190



MCP-E Series UPS

- Rack or tower: 700, 1000, 2000, and 3000 VA models; Tower only: 5000 and 7000 VA models
- Advanced Digital Signal Processor (DSP)
- Online design with true sinewave output
- Extended runtime with external battery packs
- 3-year warranty including batteries

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LCD Online UPS

Virtual Booth 2784 • Virtual Product 1215



Multifunction double conversion LCD Online UPS - VGD1500

- Pure sinewave output with less than 3% THD
- · Multiple language LCD display
- · Load segmentation receptacles controllable
- Support USB communicator
- Wide input voltage range
- Available VA Capacity:1K/1.5K/2K/3K VA



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Online UPS 700VA - 3200VA

Virtual Booth 3804 • Virtua Product 1582



- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation
- Digital Quality Power maximizes performance for highdensity apps
- Power Management software suite included
- Automatic bypass adds redundancy; simplifies maintenance
- Hot-swap internal batteries and extended battery or fuel cell options for multihour backup times



1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865 WEB SITE: www.mgeups.com/us EMAIL: sales@mgeups.com

Enterprise 3-Phase UPS Virtual Booth 3804 • Virtual Product 1581



- 555kVA to 800kVA Compact footprint, high density
- Web server-on-a-chip technology for instant monitoring
- Generator friendly eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts • Precise voltage regulation limits voltage transients
- Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs

UPS SYSTEMS

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Offline UPS

Virtual Booth 2784 • Virtual Product 1216



Protect your PC, external storage drives & monitor with battery backup. Keep modems, printers & phone systems safe.

- Fully digitized microprocessor-UPS is controlled by a CPU
- Extra outlets & LED display
- Short circuit, overload, lightning & surge protection
- Advanced battery management (ABM) • Battery Run Time: 17 - 33 minutes. Model KOF-750S



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Standby UPS

Virtual Booth 3923 • Virtual Product 1802



For Workstation, Peripherals, POS, Alarm & Phone Systems

- Microprocessor conrolled with EMI/RFI noise filter
- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included
- Surge protection for phone/ modem/ fax modular combo • 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection



1043 Segovia Circle Placentia, CA 92870 Phone: (714) 630-0228 Fax: (714) 630-0273 WEB SITE: www.TriProUSA.com

Battery Monitoring System

Virtual Booth 3981 • Virtual Product 1905



BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.



102 American Rd. Morris Plains, NJ 07950 Phone: (973) 683-9950 Fax: (973) 683-9951 WEB SITE: www.btechinc.com EMAIL: sales@btechinc.com

Server Cabinet

Virtual Booth 353 • Virtual Product 196



- Support Complete Solution
- 11U 42U H, 23" 40" D
- Ships within 2 Days

· Black or White

- · All models come with:
 - Tempered plexiglass front door - Solid metal side and rear
 - doors - 3 fans
- Castors
- Leveling feet - 50 screws
- 12345 Mills Ave #29 Chino, CA 91710 Phone: (909) 465-6886

Fax: (909) 465-1457 WEB SITE: www.huntec.com EMAIL: sales@huntec.com

Network/Server Racks Virtual Booth 3488 • Virtual Product 1040



79,507 Sizes in Stock A New "Patent Pending" Rack Design **Assemble Any Size Rack**

Using 3 STOCK parts Choose any width, depth & height of dual-tapped E.I.A. rack rail from 1 of 43 sizes in 1-3/4" rack unit increments.

Ships in 3 small cartons. Build all kinds of neat stuff! 43 RU x 30" Server Rack

Casters, Drawers, Shelves Keyboard / Mouse Table optional

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WEB SITE: www.starcase.com/rack.htm EMAIL: info@starcase.com

Rugged Server Cabinet

Virtual Booth 3821 • Virtual Product 1616



Big, Rugged cabinets for today's larger servers

- Elite II Server Cabinet
- 42" Deep (84"H x 24"W)
- 1800 lbs. Weight capacity • Includes built-in cable management
- Retractable anti-tip legs provide stability
- Includes three pairs of adjustable M6 rails
- FREE 24/7 hotline technical support



1000 Park Drive Lawrence, PA 15055-1018 Phone: (724) 746-5500 Fax: (800) 321-0746 WEB SITE: www.blackbox.com EMAIL: info@blackbox.com

LCD Arms

Virtual Booth 2972 • Virtual Product 1343



- Multi-directional adjustments for optimal viewing
- Gas-Strut & Ball-Joint System
- Supports LCD panels up to 25 lbs
- Desk or Wall Mount
- Strong die-cast aluminum construction
- Excellent Quality, Performance, Value



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Fireproof Modular Vaults

Virtual Booth 3902 • Virtual Product 1772

These vaults are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection.

Typical uses for the Media Rated Vault include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.

Typical uses for the Magnetic Media and Computer Room Vault include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. Firelock can design any failsafe vault to meet your needs.



7 Tedway Avenue Phone: (610) 756-4440 WEB SITE: www.firelock.com

Kutztown, PA 19530 Fax: (610) 756-4134 EMAIL: sales@firelock.com

Page 47

Laptop Security

Virtual Booth 3854 • Virtual Product 1653



Benji 2 USD

\$79

- The Benji can be bolted down to a desk, podium or cart or affixed with a cable.
- · When locked in the closed position, the laptop cannot be opened and accessed.
- Most laptop thefts are internal thefts. When locked in the open position, the laptop cannot be concealed and will not get past the security cameras.



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Server/Tower Protection

Virtual Booth 3568 • Virtual Product 1096



- Industrial Computer **Enclosure**
- Protect your valuable equipment from dirt and dust
- Includes a fan and exchangeable filter system to keep dirt out of your hardware
- Locking doors
- · Protect from water, theft, dirt, I/O damage, software tampering



2823 S. Broadway Englewood, Co 80110 Phone: (888) 298-3269 Fax: (303) 980-5740 WEB SITE: www.bytebox.com EMAIL:bytebox@bytebox.com

Scalable Managed Rack

Virtual Booth 3943 • Virtual Product 1836



- Centralization of disparate management tools by delivering a single IP address to each rack with scalability of 1 to 42 ports per rack
- Active Directory integration
- Vertical PDU, Patch Panel and Centerline Backplane architecture delivers remote management, power & connectivity to each individual rack unit
- RCI Cable Harness System provides for network and storage connectivity



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http://www.synaptixrack.com/contact.html

Mobile Workstation Cart 69"H

Virtual Booth 4106 • Virtual Product 2076

Starting at **\$575**



- Uniquely designed for 4-sided mounting on Post Flat Panel LCD-KB/Mouse
- tray easily adjustable LCD Mount - Tilts &
- Swivels in all directions CPU Holder - adjustable from 4-8"
- Cart Handle for hassle free
- navigation in crowded area Heavy Duty Circular Base Stablilizer
- Cart Base with 4" Casters -3 Lockable and 2 Non-Lockable



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Rackmount Shipping Cases

Virtual Booth 3488 • Virtual Product 1743



- Shock Isolation Rack Cases (elastomeric style F8 or foam isolation style F4) Provide the Ultimate Protection
- Heights Ranging from 4RU to 43RU- stock and custom sizes
- Front and Rear Tapped Rack Rails
- Swivel & Locking Casters

For other sizes, configurations and options-contact us



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Media Storage / Transport

Virtual Booth 4111 • Virtual Product 2082



- Molded with exclusive Perm-A-Store H.D.P.E. to assist in the dissipation of g-force impact without foam
- Water Resistant
- Molded dividers cradle each cartridge
- · Double walls help reduce thermal shock
- · Exclusive impact resistant contours
- Lockable



Toll Free: (800) 366-7535 WEB SITE: www.turtlecase.com Golden Valley, MN 55427 Phone: (763) 230-3911 EMAIL: info@turtlecase.com

Thermal Mgmt. Solution Virtual Booth 4029 • Virtual Product 1968



Max-IT™. a scalable enclosure combines Kool-IT™ thermal management technology with high density cable and power management. Variable speed fans adjust automatically to maintain temperature set point. Dual power ensures n+1 redundancy of cabinet fans and alarms. Max-IT's "sidecar" moves cable & power "outside the box" to give you a more flexible solution for your data center.



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Virtual Trade Show at Processor.com



Look for the Virtual Booth (VB####) or Virtual Product (VP####) numbers throughout this publication.

PROCESSOR.

16 Port Console Server Virtual Booth 3608 • Virtual Product 1152



\$995 SCS160

8 port - 48 port models available

- Full Distribution Linux (not embedded) • Open SSH, OpenLDAP, NIS, Radius, TACACS+
- SSH direct to port/IP option
- Field Updates via RPM
- · Sun "Solaris Ready" • Dual Power, Dual NIC models available



100 Washington Street Milford, CT 06460 Phone: (800) 291-3211 Fax: (203) 783-9949 WEB SITE: www.thinklogical.com EMAIL: sales@thinklogical.com

Mission-Critical Server

Virtual Booth 3608 • Virtual Product 1156



32 Port Sentinel32 / Secure Console Server

- Dual "hot-swappable" Power Supplies
- "Hot-swappable" Interfaces
- Full Distribution Linux (not embedded)
- OpenSSH, OpenLDAP, NIS, Radius, TACACS+
- · Sun "Solaris Ready"
- Available with 100BaseFX Network Connectivity



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Secure Console Access

Virtual Booth 1829 • Virtual Product 1895



The Equinox console manager, available in 8, 16, and 48-ports, provides secure in-band and out-of-band connections to console ports of servers and serially managed devices. Important features include: SSH v2/Telnet host, strong authentication, offline buffering, SUN break safe, and point and click access to serial consoles, KVM and power. Call for a 30-day evaluation.



One Equinox Way Sunrise, FL 33351 Phone: (800) 275-3500, ext. 247 Fax: (954) 746-9101 WEB SITE: www.equinox.com

Fiber Switch

Virtual Booth 4117 • Virtual Product 2090



Four auto-negotiating 10/100 ports & one 100Base-FX port with a choice of multi-mode, single-mode, ST, SC, MTRJ, LC or simplex connections. This small footprint layer 2 switch is priced lower than most media converters yet offers the benefit of the extra ports. Easy wall or DIN Rail mount a 12 VDC external power supply is included and it's backed by a 15-year warranty. Made in the USA.



1409 Fulton Place Fremont, CA 94539 Phone: (510) 440-0242 Fax: (510) 659-8296 WEB SITE: www.ethercom.com EMAIL: marketing@ethercom.com

Internet Caching Appliance Virtual Booth 4145 • Virtual Product 2121



Avantis ContentCache™

ContentCache is a plug-andplay Internet caching appliance that is very easy to install and use.

This high performance proxy server is powered by Microsoft Internet Security and Acceleration (ISA) Server. It is a smart Web caching appliance that is installed on a network to speed up access to Web content.



500 Executive Blvd. Ossining, NY 10562 Phone: (800) 431-1658 Fax: (914) 944-0717 WEB SITE: www.kintronics.com

Web Caching Appliance Virtual Booth 4159 • Virtual Product 2142



The Tsunami Web Caching Appliance offers security, reliability, and flexibility by leveraging the power of Open Source Software. Combining a tightly integrated hardware platform with an easy-to-use GUI and proven software components, the Tsunami is an affordable and powerful caching solution for ISPs, small business, enterprise and education environments.

swelltechnology

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Phone: (512) 506-9394 FMAIL: info@swelltech.com

Remote Data Acceleration

Virtual Booth 3691 • Virtual Product 1271



Global File Sharing

BlueArc's RDA cache servers allow remote offices to share data across the enterprise without any latency penalty, through asynchronous updating, rapid data streaming and storage caching over IP. Users at remote sites can access information stored at the data center at rates expected from a local file or database server



225 Baypointe Parkway Phone: (408) 576-6600 San Jose, CA 95134 Fax: (408) 576-6601

One of the largest independent software vendors in the world. We deliver end-to-end solutions for the Unwired Enterprise, featuring the following:



Adaptive Server Enterprise 12.5.2 (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. The ASE 12 5.2 is continuing the legacy of business-critical performance, cost-effective computing. It is faster, more efficient, and easier to deploy and maintain.

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ 12.5 is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance, and storage efficiency, as well as the lowest total cost of ownership. Sybase IQ is the only business intelligence solution available on the market today that offers column-based data warehousing.

IANYWHERE SQL Anywhere Studio is a comprehensive package that provides data management and enterprise data synchronization, enabling the rapid development and deployment of database-powered applications. SQL Anywhere Studio extends information in corporate applications and enterprise system to anywhere business takes place. With more than 8 million deployed seats, SQL Anywhere Studio powers embedded database applications in desktop, server, mobile and remote office environments.

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities.

Manage Anywhere Studio™ A complete all-in-one solution that provides central control of software distribution and updates, system configuration, and device inventory for desktops, laptops, servers and handhelds. It reduces costs due to software distribution, help desk support, inventory maintenance as well as lost productivity.

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- High-volume color printing
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Only buy it if you like it.

We're very sure you will.

laser printer free for 30 days.



WAN File Services Appliance Virtual Booth 3911 • Virtual Product 1782



Tacit Networks' multi-protocol, multi-platform Wide Area File Services solution supercharges the WAN to provide:

- Real-Time, Read/Write Remote Office File Collaboration
- Storage and Server Consolidation
- Remote Office Data Protection

Tacit Networks leverages existing file storage, security & IT infrastructure to convert the WAN into a unified, global LAN.



4081G Hadley Road South Plainfield, NJ 07080 Phone: (908) 757-9950 Fax: (908) 845-0370 WEB SITE: www.tacitnetworks.com

WAP Gateway

Virtual Booth 4088 • Virtual Product 2051

The WAP Gateway acts as a bridge between the Internet world and the mobile world and offers services such as end-user authentication, encoding of WML pages, and WML script compiling. WAP uses the underlying Web structure to render more efficient communication between content providers and mobile devices. The wireless protocol employs Wireless Markup Language (WML) for application contents instead of Hypertext Markup Language (HTML).

An important feature of WAP is the support of telephony service integrated with microbrowsing of data. aveAccess WAP Gateway acts as a proxy between the wireless network and the Internet while encoding WAP data into byte code to conserve bandwidth.



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Performance Mgmt Virtual Booth 4172 • Virtual Product 2178



The VIEO appliance manages performance of Microsoft Web and Citrix application infrastructures, unifying visibility and control in a single intuitive interface. In Web environments it measures application service levels in real time. diagnoses problems, and automates changes required for business certainty. For Citrix environments, it enables proactive problem diagnosis before users call the help desk and automatically provisions servers to meet business demands.



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DNS-To-IP Gateway

Virtual Booth 3892 • Virtual Product 1758



The XC-DPG602 is an authoritative DNS to IP gateway that resolves a domain name to its respective IP addresses. This new capability allows for outbound & inbound loadbalancing and failover for servers located behind the gateway

2 x 10/100 WAN Ports • 4-Port 10/100 Switch 5 yr. warranty • FREE Tech Support FREE Firmware upgrades



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Link Control and Protection

Virtual Booth 3874 • Virtual Product 1711



LinkProof

Radware connectivity solutions enable uninterrupted and cost-effective communications from central headquarters to remote branch offices. Radware ensures full link availability, security and optimized utilization for all connections accelerating distributed application performance while cutting connectivity costs end-to-end.



575 Corporate Drive, Suite 205 Mahwah, NJ 07430 Phone: (201) 512-9771 Fax: (201) 512-9708 WEB SITE: www.radware.com EMAIL: info@radware.com

Intelligent Traffic Manager Virtual Booth 3847 • Virtual Product 1640

Retail price \$4,000



Internet Service Management Device

Entry Level Model ISMD-5M (up to 5Mbps) ISMD is a comprehensive network traffic management system that features multi-homing load balancing, Application-layer traffic shaping, P2P traffic filtering and worm-scan detection and blocking. Your ROI guaranteed in less than one year.



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Traffic Monitoring Solution

Virtual Booth 4002 • Virtual Product 1948



Allot Communications' traffic management solutions ensure peak performance for high-priority business applications, throttle/block low-priority network traffic (such as P2P), optimize bandwidth utilization based on priorities and provide frontline protection against network aware viruses and DoS attacks. Allot offers a broad portfolio of award-winning LANand WAN-based traffic management solutions with inherent scalability and throughput from 2Mbps to 1Gbps.



7664 Golden Triangle Dr. Eden Prarie, MN 55344 Fax: (952) 944-3555 WEB SITE: www.allot.com

Cat5 100BaseT A/B Switch

Virtual Booth 4184 • Virtual Product 2213



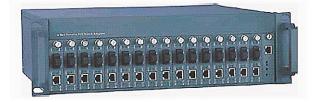
Model 4421 100BaseT A/B Switch, with RJ45 A, B, and COMMON ports, provides Cat5 performance. Internal circuitry ensures isolation between the A and B devices/networks. Password-protected RS232 serial security enhanced Supervisory Remote Port is included. GUI software is available for computers running Windows 95/98/NT/Me/2000/XP. Provides quick network backup.



Electro Standards Laboratories

36 Western Industrial Drive Cranston, RI 02921 Phone: (877) 943-1164 Fax: (401) 946-5790 WEB SITE: www.electrostandards.com EMAIL: sales@electrostandards.com

Managed Media Converter Virtual Booth 3936 • Virtual Product 1825



- Managed/unmanaged standalone or chassis based mdls
- 100Mbps, 10/100Mbps, 10/100/1000Mbps on Ethernet
- Optical type/range: Multimode (850 nm)-2Km, 5Km. Single Mode (1310 nm/1550 nm)-25Km, 40Km, 60Km, 100Km
- User selectable straight or cross-over cabling • User selectable half or full duplex operation
- Optional link-loss-fwding, self-diagnosis, remote loop back



4711 Chino Avenue Chino, CA 91710 Phone: (909) 591-8891 Fax: (909) 591-6962 WEB SITE: www.versatek.com

Serial Device Server

Virtual Booth 3795 • Virtual Product 1562



World's Leading LCM Display Serial Device Servers

The NPort 5400 Series provides a convenient and transparent way to connect serial devices to an Ethernet, with basic configuration all that's needed to network your existing serial devices.

- Easy-to-use LCM interface for IP address configuration
- Auto-detecting 10/100 Mbps Ethernet



Wireless Device Server

Virtual Booth 2887 • Virtual Product 1865



WiBox

- Wirelessly connects remote devices to the network
- Allows network mobility for untethered communication
- Industry standard 802.11b wireless interface
- Transparent communications- no need to develop special software
- 2 DB9 DTE serial ports supporting RS-232, RS-422, RS-485 communication
- · Compact size enables it to fit almost anywhere



15353 Barranca Parkway Irvine, CA 92618 Phone: (800) 422-7055 Fax: (949) 453-3995 WEB SITE: www.lantronix.com EMAIL: sales@lantronix.con

Bluetooth® Serial Adapter Virtual Booth 4003 • Virtual Product 1949



\$275

WavespeedTM/S Bluetooth serial adapters offer a standalone solution for wireless RS-232 serial cable replacement. Two radio versions available for distances up to 10 meters or 100 meters. Instantly increase user mobility in mission-critical applications such as mobile computing, medical and retail/POS.



11001 Bren Road East Minnetonka, MN 55343 Phone: (952) 912-3444 Fax: (952) 912-4952 WEB SITE: www.digi.com EMAIL: info@digi.com

Serial Device Access Server

Virtual Booth 4152 • Virtual Product 2127



Starting at \$799 List Price

- 10/100Mbps LAN connectivity
- Power Options: AC or 802.3af Power over Ethernet (PoE Injector included)
- Connect to RS232, RS424, and RS423 serial devices via TCP/IP and LAT
- Wide array of authentication features, multiple telnet sessions, and multi-protocol support

Digital\(\text{Vetworks}\)

20 North Wentworth Avenue Phone: (877) 341-9594 WEB SITE: www.digitalnetworks.net

Londonderry, NH 03053 Fax: (603) 216-0778 EMAIL: sales@digitalnetworks.net

MDU Access Concentrator

Virtual Booth 3936 • Virtual Product 1824



- Supports 8/24-Port ADSL II+ Multi-service line cards with built in splitters & 8-port DMT VDSL 4 band line cards with built-in splitters
- Supports 14-port 10/100Mbps Fast Ethernet line cards
- Supports 4-pair fiber optic media converters line cards
- Full system management line cards
- · Optional redundant power supply



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VDSL Secure Routing Switch Virtual Booth 4163 • Virtual Product 2148

\$999.99



- LRE Technology enables 10Mbps data transfer over 1.2km VLAN and Flow Control
- Established network utilizing existing phone lines (RJ-11)
- Ability to configure the Switch remotely through Telnet
- Simple Network Management Protocol (SnMP) feature Rack Mountable
- \$65.00 per each CPE modem



17531 Railroad Street, Suite C Rowland Heights, CA 91748 Phone: (626) 964-2960, Ext. 226 Fax: (626) 964-2690 WEB SITE: www.gigafast.com EMAIL: jacob.holker@gigafast.com

DMZ Management Virtual Booth 3969 • Virtual Product 1885

Manage DMZ Devices with a Secure Solution

ZoneRanger is Tavve's new appliance for securely managing devices in your network DMZ.

ZoneRanger is a unique and unparalleled solution for managing difficult to reach areas of your network such as DMZs and TZs, extranets, or overlapping IP subnet ranges. Integrating with your network management station, ZoneRanger leverages your existing software tools to monitor your devices and applications in the DMZ, proxy SNMP requests, and handle UDP traffic: SNMP traps,

syslog events, NetFlow/IPFIX data and SFlow data. All this information is securely passed through a single firewall port via a 128-bit encrypted TCP connection. ZoneRanger is a viable, cost-effective, and secure solution to meet your DMZ management needs.



One Copley Parkway, Suite 480 Morrisville, NC 27560 Phone: (888) 950-2131 Fax: (919) 380-7147 WEB SITE: www.tavve.com

Network Management Virtual Booth 4067 • Virtual Product 2025



Alremote delivers intelligence and control from your remote network. It provides a flexible, scalable means of managing and monitoring your remote locations. This temperature-hardened device gives you diverse I/O to connect to virtually any device, on-board scripting environment for data adaptation, integrated networking capabilities and secure, flexible WAN connectivity.

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5800 Innovation Drive Phone: (800) 798-8896 WEB SITE: www.appliedinnovation.com

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Enterprise Switches Virtual Booth 3749 • Virtual Product 1486



- Predictable performance through patented three CPU design delivers bestin-class resiliency and security
- · Deliver non-blocking, linerate forwarding with access control lists (ACLs) & QoS across all line cards
- Three flexible chassisbased systems to match your capacity and cost needs



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Milpitas, CA 95035 Fax: (408) 571-3550

Wire-Speed Access Router

Virtual Booth 3635 • Virtual Product 1184



Solutions for your "greater than T1" bandwidth problem

- Best-in-class wire-speed routing performance
- Complements and improves performance for networks with existing routers
- MLR products support 2 to 16 T1 / E1s
- HSR products support 1 to 2 T3s
- Standards-based solution for multilink Frame Relay/PPP

Identity-Driven Solution

Virtual Booth 3775 • Virtual Product 1539



127 Jetplex Cir. Madison, AL 35758 Phone: (800) 837-4546 Fax: (256) 772-3388 WEB SITE: www.verilink.com

FatPipe Multi Path VPN

Virtual Booth 3563 • Virtual Product 1921





Router Clustering Device for VPN Infrastructures

- · Increases security of IP data stream transmission up to nine times with Fat Pipe's MPSec™
- Provides the highest level of redundancy & reliability of VPN infrastructures
- Aggregates any combination of T3, E3, T1, E1, DSL. ISDN and/or wireless connections, with speeds up to 135Mbps



803 Hawthorne Street, #100 Plainfield, IL 60544 Phone: (877) 243-7859 Fax: (815) 436-0241 WEB SITE: www.inter-connect-inc.com

Secure Remote Access

Virtual Booth 3723 • Virtual Product 1446



The Secure Remote Access Appliance is powered by Funk Software's Steel Belted Radius® software & provides secure remote and wireless access to corporate networks. The appliance supports all major network equipment providers (VPNs, firewalls, routers, access points) and two-factor authentication servers (like RSA's ACE/Servertm).



25 Dan Road Canton, MA 02021-2817 Phone: (877) 638-9323 Fax: (781) 770-2817 WEB SITE: www.networkengines.com

Identity-Driven Access

Virtual Booth 3813 • Virtual Product 1603

Starting at \$9995



Caymas Systems enables organizations to control access. and control their business with the world's first Identity-Driven Access Gateways. Caymas solutions integrate third generation remote access, ultra secure extranets and wire speed internal access control, allowing enterprises, government agencies, and institutions to extend information assets to employees, customers, and partners.



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Password Repository Virtual Booth 3659 • Virtual Product 1221

Starting at \$12,000



The Password Auto Repository™, with auto password generation and change capabilities, is the answer to securing your administrative passwords, saving time and money. This security operations tool gives administrators the ability to control, administer, and change passwords securely and efficiently, while logging a fully auditable trail. For a Free Demo CD, please email us.



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Enabling the Identity-Driven Enterprise

• Improves visibility of interactions among users and assets

Provides real-time, continuous regulatory compliance

• Places management and operations in a position of

3600 Mansell Road, Suite 200 Phone: (877) 222-8736 WEB SITE: www.trustednetworktech.com

knowledge

ldentity

Alpharetta, GA 30022 Fax: (678) 990-5339 EMAIL: info@trustednetworktech.com

RADIUS Network Appliance

Virtual Booth 3933 • Virtual Product 1819



- Hardened appliance design for secure RADIUS/AAA delivery
- User administration via intuitive web GUI
- · Quick installation and easy upgrades
- Interoperable out of the box with wide variety of devices and data stores
- Simplifies 802.1x for port authentication and wireless
- Helps secure firewalls and VPNs with role-based security



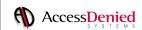
1313 Geneva Drive Sunnyvale, CA 94089 Phone: (408) 716-4300 Fax: (408) 716-4400 WEB SITE: www.infoblox.com

HID Secure Access System

Virtual Booth 3796 • Virtual Product 1568



The HID Secure Access System allows organizations with existing HID Prox Card II badges to automatically control access to workstations and computer networks running the Windows 2000® or XP® operating systems. The HID Secure Access System secures your computers without relying on employees remembering to shutdown, lock-up, or apply username/password policies.



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WEB SITE:www.accessdeniedsystems.com EMAIL: sigf@accessdeniedsystems.com

Bio Proximity Security Virtual Booth 3796 • Virtual Product 1567



The Proximity Security System will completely secure your system. Each authorized user is assigned an RF badge, which is coded. When an authorized user is within the proximity of the computer, the user is allowed access to the system. When he or she leaves the specified proximity, the computer goes into sleep mode, a screen saver is displayed, and the keyboard is deactivated.



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Transaction Monitoring Virtual Booth 3781 • Virtual Product 1544



Detect Fraud, Misuse and Errors

Oversight Technologies[™] provides real-time monitoring of automated financial systems to detect, prevent and deter financial loss by identifying fraud, misuse and errors.

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- Monitor controls for Sarbanes-Oxley compliance
- Deliver a real security ROI



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Network Scanning Appliance

Virtual Booth 3898 • Virtual Product 1768



The **SAINTbox™** is the network vulnerability scanning appliance that provides an easy and affordable turnkey solution to evaluate your network's security and identify any existing security vulnerabilities. This product's superior features include plug and play standup, automatic updating, customizable scanning, 6 preconfigured reports, and session management features.



4720 Montgomery Lane, Suite 800 Bethesda, MD 20814 Phone: (800) 596-2006 Fax: (301) 656-4806 WEB SITE: www.saintcorporation.com EMAIL: sales@saintcorporation.com

Vulnerability Management

Virtual Booth 4123 • Virtual Product 2095



nCircle is the leading provider of enterprise-class vulnerability management solutions. Global enterprises in the financial services, insurance, government, manufacturing and services industries rely on nCircle to protect their businesscritical networks. nCircle's flagship product, the IP360 Vulnerability Management System, enables enterprises to find and eliminate vulnerabilities before they can be exploited.



101 Second St, Ste 400 San Francisco, CA 94105 Phone: (888) 464-2900 Fax: (415) 625-5982 WEB SITE: www.ncircle.com EMAIL: sales@ncircle.com

Outbreak Prevention

Virtual Booth 3682 • Virtual Product 1246



Deadly viruses & worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™, the first & only appliance designed to prevent outbreaks at the network layer. Detect, quarantine & eliminate threats as they occur. Assisted by our award-winning Enterprise Protection Strategy & security experts, you'll quickly contain viruses & worms & maintain productivity.



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Database Security

Virtual Booth 3764 • Virtual Product 1530

Starting at \$19,995



SQL Guard™ tracks every SQL stream communicating with a database, providing invaluable information about the who, how, what & when of activity between users & relational databases. This approach provides security & auditing professionals with the unmatched, actionable knowledge and information needed to efficiently deal with the task of protecting the enteprise's business data

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Phone: (877) 487-9400 WEB SITE: www.guardium.com

Waltham, MA 02451 Fax: (781) 487-7900 EMAIL: info@guardium.com

Barracuda Spam Firewall

Virtual Booth 3715 • Virtual Product 1341



Reclaim Your Email

- Affordable enterprise-class spam & virus protection
- Support for 1,000 25,000 active email users
- Available in four models: Firewall 200, 300, 400, 600
- No per-user licensing fees
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Cupertino, CA 95014 Fax: (408) 342-1061

Antispam Appliance Virtual Booth 3811 • Virtual Product 1594

Starts At \$2,195

trimMail Inbox intercepts spam, viruses and other dangerous or objectionable content before it can gobble up your bandwidth or trash your email servers and end users. Includes Server/Domain/User-level quarantine and control of blacklists, whitelists and spam scores. Easy to set up and manage. Durable high-performance 24/7 with low power consumption. No additional licenses required.



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Antispam Appliance Virtual Booth 3861 • Virtual Product 1678



The only solution to the spam problem. Period!

- Patented Sender Authentication stops 100% of spam • No filters • No quarantine folders • No false positives
- Enterprise-class network appliance
- Support for 50-50,000+ active users
- Seamlessly integrates with ActiveDirectory/LDAP • Virtually no maintenance required • Set it & Forget it



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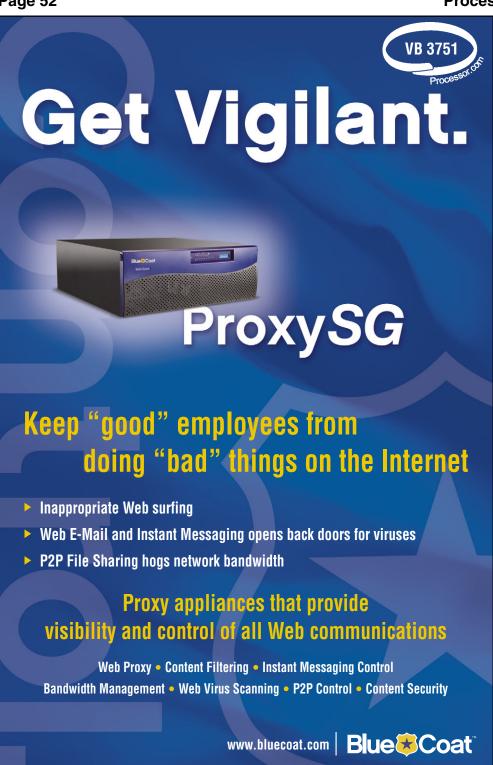
Application Firewall Virtual Booth 3723 • Virtual Product 1411



The NS6300 is an application firewall, VPN & Web cache solution powered by Microsoft® ISA Server 2004. The NS6300 combines ease of use with exceptional security & performance. This compact and flexible solution delivers a comprehensive feature set to defend Microsoft assets like Exchange Server and IIS. NEWS™, the Network Web Server interface, automates all software update tasks.



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- IEC60320 C20 power inlet · EMI/RFI filtering, surge suppression



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Remote-Reboot/power management via Ethernet, TCP/IP,

Dial-Up, Direct Serial 85-264V~/20A input - 16A output Control up to 10 racks or 80 devices Automatically sequence your systems power up or down with Multiple Time DelayTM

EMI/RFI filtering, surge suppression







Anti-Worm Appliance

Virtual Booth 4134 • Virtual Product 2108



WormScout

WormScout, enterprise network security appliance, is the only worm containment product for your internal network that is customer validated and independently lab verified to stop both known and zero-day worms:

- 100% accuracy
- Automatic protection
- Low TCO



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Communication Appliance

Virtual Booth 452 • Virtual Product 2103

Model: NAR-5100



- 1U 800MHz Intel® Pentium® 4 communication appliance rack mount sever
- 2 front accessible 64-bit Gigabit Ethernet ports and 8 Fast Ethernet ports
- Embedded Cavium Crypto SSL / IPsec capable
- Applications: security accelerator, IPsec appliance, SSL appliance, Multi-segment management appliance



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Internet Content Filtering

Virtual Booth 3918 • Virtual Product 1791



NetSpective WebFilter lets corporate managers prevent employees from accessing URLs that contain content the company finds objectionable.

- Supports all network environments
- Plug & Play simplicity
- HTTP, P2P, and IM blocking
- 50 URL categories



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XML Security Gateway Virtual Booth 3825 • Virtual Product 1619

List price \$65,000



The XS40 XML Security Gateway is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.



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Fax: (617) 864-0458 EMAIL: info@datapower.com

Sensitive Content Protection

Virtual Booth 3903 • Virtual Product 1773



Content Alarm™ is a security appliance that continually monitors all outgoing network traffic, leveraging patentpending technology, accurately determining if trade secrets, source code or other intellectual property is being transmitted outside of the network.

Go to Tablus.com for more information!



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Internal Network Security

Virtual Booth 3890 • Virtual Product 1753



Mi40 Inverted Firewall Appliance

Stop attacks that bypass your perimeter security. The Mirage Networks Inverted Firewall is the first network security appliance designed to stop rapidly propagating threats on internal networks. The self-contained, out-of-band appliance detects and automatically contains worms and other malicious traffic without the need to deploy agents, update signatures, or rearchitect your network.



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Proxy Appliance Virtual Booth 3751 • Virtual Product 1517



The ProxySG 800 provides total visibility and control over all Web communications. Based on a custom objectbased OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:

- Content Filtering Instant Messaging Control
- Content Security • P2P Control • Web Proxy



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Internet Filtering Appliance

Virtual Booth 4087 • Virtual Product 2050

As Low As \$1,995 R3000 MSA appliance only



- Fast, scalable and easy to install
- Filters Web and blocks P2P and Instant Messaging
- · Pass-by filtering and not a point-of-failure
- · Customizable Profiles and Categories
- Remote and Multilevel Administration
- Offers 80 categories with automatic updates
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Application Usage & Auditing Virtual Booth 4173 • Virtual Product 2172



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Firewall / VPN Appliance

Virtual Booth 3636 • Virtual Product 1186



GB-1500 SME Corporate Firewall / VPN Appliance

- 4 Fully Configurable NICs
- Unrestricted Users
- Hardware VPN Acceleration
- Certified by ISCA to meet 4.0 Corporate Standards



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Firewall / VPN Appliance

Virtual Booth 3650 • Virtual Product 1205



KS1500 Firewall / VPN - 1.5Gbps throughput

- Up to 1.2 million simultaneous connections
- Single processor appliance
- Up to (18) 10/100 Ethernet ports
- First firewall appliance to earn Common Criteria EAL4
- Firewall/VPN Checkmark
- Designed to meet B1 level TCSEC/NCSC criteria



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OEM Security Platform Virtual Booth 3414 • Virtual Product 1245



- The FW100V is suitable for VPN, SSL/TLS, Firewalls. IDS, Load Balancers & all types of Network Applications
- An on-board low-power VIA Eden 400MHz CPU
- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
- Also has RS-232 console ports, two USB ports and a CompactFlash socket



18138 Rowland Street Rowland Heights, CA 91748 Phone: (626) 581-3232 Fax: (626) 581-3552 WEB SITE: www.axiomtek.com

Zero-Day DDoS Protection

Virtual Booth 3851 • Virtual Product 1649



- Rate-based flood protection for networked systems
- Continuous Learning, Adaptive Threshold Estimation
- Full 10/100/1000 Line Rate ASICs
- Self-configuring installation
- Microfine Granularity™
- Source Tracking to identify culprits
- Full bidirectional control



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Security Solution

Virtual Booth 4102 • Virtual Product 2072

The Mazu Enforcer is designed to detect, characterize, and mitigate traffic-based network attacks with speed and precision. The Mazu Enforcer is a perimeter appliance that watches for network congestion that is caused by traffic-based threats, such as denial-of-service attacks. When the Mazu Enforcer detects an attack, it uses advanced heuristics to quickly identify the individual packets that are causing the problem. It can then filter out the attack traffic while minimizing the impact on legitimate traffic. The Enforcer also can dynamically adapt its filtering behavior as an attack progresses.

Special Features

- · Regain and retain control during attacks
- · Maintain full availability of network resources
- Customize and configure the deployment to meet the specific requirements of their environments



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Intrusion Prevention System Virtual Booth 3640 • Virtual Product 1197



UnityOne 2400 - Top Rated IPS - NSS Gold

- Application Protection Layer 2-7 protection for clients and servers against internal and external attacks
- Infrastructure Protection Protect routers, firewalls, etc. from cyberattacks
- Performance Protection Eliminate or throttle rogue apps to optimize network performance and bandwidth

TippingPoint

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Intrusion Prevention System Virtual Booth 3637 • Virtual Product 1189



Intrusion SecureNet Intrusion Prevention & Detection

- · Safeguard your data center from unauthorized access
- · Stop malicious activity before it effects uptime • From 10Mbps up to Gigabit performance
- Centrally managed for low TCO
- Detects 3,000 attacks and anomalies • Available as hardware appliance or software application
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Network Security System Virtual Booth 3849 • Virtual Product 1648



MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis

- Detect and mitigate attacks
- Capacity of more than 1,000,000,000 events/day • Real-time reporting and forensics
- · Scalable centralized security logging



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Intrusion Prevention

Virtual Booth 3872 • Virtual Product 1709



Sentivist IPS Blocks Known & Unkown Malicious Attacks!

Powerful features stop network & application-level attacks, such as distributed DoS, back doors, hybrid threats such as MS Blaster, SQL Slammer, Nimda, Code Red & SQL injection, command tampering & polymorphic buffer overflows. Trusted......Powerful.....Easy to USE



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Intrusion Prevention System Virtual Booth 3716 • Virtual Product 1353



\$6,500

Interceptor - Stops Network Attacks in Real Time

- Internal & External Protection from DoS, DDoS, Worms, Viruses, Syn Floods, Trojans, Scans and Access Control
- Listed by Gartner as "Pure Play" in IPS
- 6 Different Intrusion Detection Models
- Integrated antivirus (Optional)
- Config available supporting ADSL to Gigabit environment

Managed Security Server

Virtual Booth 3770 • Virtual Product 1536

Ribcage© Managed Security Server

The Ribcage® Managed Security System (MSS) Server

intrusion detection, and "on demand" system scanning.

security while lowering your operational costs.

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Combined with our 24 x 7 monitoring service, managed by

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IDS Load Balancer

Virtual Booth 3624 • Virtual Product 1169



Balancer for IDS, Network Analyzers, Forensics Systems, and Rmon Probes

- Immediate ROI-increasing network monitoring coverage
- Reduces expenditure for network monitoring solutions
- Enables simultaneous monitoring w/different applications Adds N+1 redundancy for your monitoring sensors

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Antivirus Firewall

Virtual Booth 3709 • Virtual Product 1311



The FortiGate-800 Antivirus Firewall provides the performance, flexibility, and security necessary to protect today's most demanding large enterprise networks.

• Includes integrated firewall, content filtering, VPN, intrusion detection and prevention, and traffic shaping functions, making them the most cost effective, convenient, and powerful network protection solutions available.



3Gbps Application Security Virtual Booth 3874 • Virtual Product 1710



DefensePro

Radware DefensePro secures all networked applications and users against viruses, malicious intrusions and denial of service at 3Gbps for immediate protection against



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Security Appliance Virtual Booth 3648 • Virtual Product 1203





High Availability Security Appliance based on **IBM Blade Server**

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- Server blades up to two Xeon P4 2.8GHz & 8GB memory
- Up to 4 1000Mb redundant Ethernet switches



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Secure Content Management

Virtual Booth 3957 • Virtual Product 1871

OptimIP™ Network Appliance



- Eliminate network abuse and misuse
- Optimize performance of business-critical applications
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Clientless Quarantine

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Auditor 128™ is the world's first clientless quarantine system. Drives firewalls to control network access, while at the same time enabling IT Managers, Network Security Consultants, and Managed Security Service Providers (MSSPs) to harden networks and show best practices for regulatory compliance.



PredatorWatch

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Encryption Appliance Virtual Booth 3888 • Virtual Product 1751



SG1001 - Full Duplex Gigabit Network Encryption

- Extremely low latency
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- Plug-and-play simplicity
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- Network security without complexity



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Encrypted Ethernet Tunnel Virtual Booth 4176 • Virtual Product 2180



- Two Ethernet ports: 10BaseT, 10/100BaseT
- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections



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Remote Access Appliance

Virtual Booth 3894 • Virtual Product 1760



Celestix RAS3000 Remote Access Appliance

Dedicated high-performance appliance devoted to remote access. The appliance is inexpensive, high-performance, remotely manageable, and reliable. It is standards based with a familiar browser-based interface that enables enterprises to easily install, configure, and maintain remote access VPNs. Supports PPTP, L2TP/IPSec and SSL VPN.



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e-Gap SSL VPN

Virtual Booth 3652 • Virtual Product 1207



e-Gap Remote Access has the most robust customization capabilities available from any SSL VPN vendor, making it the most appropriate solution for large enterprises. It can deliver applications like email, CRM & human resources, as well as network file shares, to locations such as a client sites, home offices, airport kiosks, even wireless devices anywhere employees can use a simple browser.



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SSL-Based Remote Access

Virtual Booth 3719 • Virtual Product 1399

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- Gain full remote access from any PC or laptop
- Increase productivity from anywhere in the world





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VPN Appliances

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The Aventail® EX family of Smart SSL VPN Appliances

- Clientless anywhere secure access to Web, client/ server, and file shares
- Easy to administer, easy to use
- Unified policy management
- Industry-leading End Point Control
- Proven on an enterprise scale



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SSL Acceleration

Virtual Booth 3639 • Virtual Product 1201



\$5,490

FREE Server Load Balancing Upgrade Plus:

- SecureMaster is a turnkey network appliance that performs as an SSL acceleration proxy
- 1,000 Transactions Per Second
- Use 1 SSL Certificate for up to 1,000 Servers
- 100Mbps Encrypted Throughput
- Full Server Load Balancing Functionality



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SSL VPN Solution

Virtual Booth 4113 • Virtual Product 2086

Starting Price \$5,000



AEP SureWare A-Gate

AEP SureWare A-Gate, a suite of SSL VPN appliances, provides a high functionality, low-cost SSL VPN solution for companies of all sizes that want to extend enterprise applications to employees, business partners and customers. All remote access users can have secure and authenticated access to internal applications and resources.



systems

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Security Appliance Card

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Protects Individual Servers

- · Unique custom-designed card provides in-server security
- · Operates in any server, on any operating system
- Has ZERO impact on server performance
- With Check Point VPN-1/FireWall-1 NG AI

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QoS Access Router

Virtual Booth 3895 • Virtual Product 1762



Q2300 Ethernet QoS Access Router

- For Ethernet/DSL/cable services
- All-in-one device, combines an IP router.
- VPN, QoS, firewall and Ethernet switch • Web GUI provides simple installation
- and graphical reports
- · Prioritizes traffic for quality VoIP



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Wireless Cable/DSL Router

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- Model: WHR3-G54
- RIIFFALO

- AOSS[™] support with AOSS button 125* High Speed Mode™
- Technology Optimized LAN/WAN routing
- WPA (TKIP, AES) security
- Built-in SPI firewall
- Privacy Separator WDS support
- (Bridge/Repeater Mode)
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- · Wireless Output Power Setting
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- Built-in DHCP server
- Built-in 10/100 4-port switch
- NAT support

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Multiprotocol Router

Virtual Booth 3977 • Virtual Product 1898



Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.



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Disk Controller Module

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- 8 independent 2Gbps (200 Mbps) fibre channels
- 2 high-speed microprocessors
- 5 high-speed internal buses
- RAID 0, 1, 0+1, 3, 5, JBOD
- Read-ahead, write-through, write-back caching configurable for each LUN, Cache Parameters configurable by LUN
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2Gbps Fibre Channel Switch

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Brocade SilkWorm 3900 Enterprise Fabric Switch

- Modular, 32-port configuration
- 2 Gbps
- Auto sensing switch
- Scalability, manageability and high availability at an affordable price
- Direct.com

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Expandable FC Switch

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MCDATA



Sphereon™ 4500 Fabric Switch

The 24-port switch offers unprecedented connectivity ondemand with McDATA's exclusive FlexPort Technology. Minimize your initial SAN investment by purchasing only the ports you need today, while having standby capacity for tomorrow. Additional connectivity can be added quickly and non-disruptively.



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FC Stackable Switch Virtual Booth 4049 • Virtual Product 1991



SANbox® 5200 Fibre Channel Stackable Switch Get the scalability and performance of a chassis switch in an easy-to-manage, pay-as-you-grow solution. Sixteen

2Gb ports plus a four-pack of high-speed 10Gb ISL ports. Start with as few as 8 ports activated, then expand in 4-port software-keved increments. Built-in config wizards, high interoperability and I/O StreamGuard for RSCN suppression help you build fabrics quickly and cost-effectively.



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Embedded Storage Switch
Virtual Booth 4142 • Virtual Product 2116



InSpeed™ SOC 422 Embedded Storage Switch

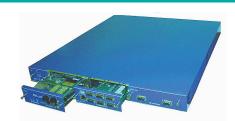
- 22-ports, 4, 2 or 1 Gb/s per port speeds
- Integrated Fibre Channel Controller
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- Advanced diagnostics, performance and monitoring
- Compatible with InSpeed Embedded Storage Switches



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InfiniBand Database Kit

Virtual Booth 3707 • Virtual Product 1299



Voltaire InfiniBand Database Kit enables IT managers to move their IBM DB2 or Oracle database applications from expensive high-end servers to low-cost commodity server clusters while maintaining superior application performance

- Voltaire ISR 6000 InfiniBand Switch Router
- Software
- 4X InfiniBand adapters & cables



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InfiniBand Switch Router

Virtual Booth 3707 • Virtual Product 1298



The Voltaire ISR 9024 is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for highperformance computing clusters & distributed databases.

- 1U form factor with 24 4X (10Gbps) InfiniBand ports
- Available bandwidth of 480Gbps
- High availability design
- · Reduces TCO for clusters



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February 4, 2005

InfiniBand Switch System

Virtual Booth 3735 • Virtual Product 1651



MTS2400 - 24-Port Modular InfiniBand Switch System

Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.



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Infiniband Switch

Virtual Booth 3848 • Virtual Product 1641



Topspin 270

Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.



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SCSI-To-FC Router

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- 2 to 4 Fibre Channel Ports
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Tape Library-To-FC Router

. Virtual Booth 3631 • Virtual Product 1174



10000 Storage Router: SCSI Tape Library to FC SAN

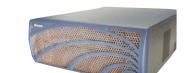
- 2 to 8 Fibre Channel Ports
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- Optional SCSI Cable Kits Available
- Serial and Ethernet Management Ports
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Switched Computing Virtual Booth 3848 • Virtual Product 1642



Topspin 360, the industry's first Switched Computing System, provides unprecedented levels of availability, scalability, and manageability for deploying server clusters and on-demand computing. Switch modules provide multiple terabits of internal bandwidth, and up to 12 expansion modules for Fibre Channel and Ethernet in a single enclosure, providing "pay-as-you grow" scalability.



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FC-to-SCSI Bridge

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Starting at \$1,995

The ATTO FibreBridge™ line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save money.



155 CrossPoint Parkway Amherst, NY 14068 Phone: (716) 691-1999 Fax: (716) 691-9353 WEB SITE: www.attotech.com

iSCSI-To-SCSI Bridge Virtual Booth 3814 • Virtual Product 1663



ATTO iPBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magnetooptical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iPBridge products are available in three versatile form factors for ease of integration.



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Ultra320/HVD SCSI Cnvtr

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ESCON® to Bus/Tag Converter Virtual Booth 3827 • Virtual Product 1623



Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. ESCON is a registered trademark of IBM Corporation.



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ISXCR1SY16K16P5	1	up to 5kW	\$14,999*	\$499				
ISXT240MD6R	6	up to 5kW	\$149,999*	\$4,999				
ISXT240MD11R	11	up to 5kW	\$249,999*	\$7,999				
ISXT280MD40R	40	up to 5kW	\$699,999*	^{\$} 21,999				
ISXT2800MD100R	100	up to 5kW	\$1,649,999*	^{\$} 50,999				
High Density Configuration (shown above)								
ISXT280HD8R	8	up to 10kW	\$399,999*	^{\$} 12,999				

High density upgrades start at \$10,999 On-site power generation options start at \$29,999

All multi-rack configurations feature:

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- ✓ Enhanced service package
- ✓ Integrated management software

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SAN VPN Solution

Virtual Booth 4132 • Virtual Product 2106



NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (synchronous mirroring, SAN to SAN inter-connect) between sites in a Metropolitan Area Network. SAN VPN is the first appliance to provide wire-speed Fibre Channel link encryption and compression and order to secure SAN extension applications w/out any change to storage application or devices.



1655 McCarthy Blvd. Milpitas, CA 95035 Phone: (408) 473-1300 Fax: (408) 473-1301 WEB SITE: www.neoscale.com

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EtherDevice™ Switch EDS-508 Series **Industrial 8-Port Managed Redundant Ethernet Switch**

- -40 to 75 degrees C Temperature
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- QoS Prioritization for determinism
- IG MP Snooping for multicast traffic filtering



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10/100 Sub-Micro Switch

Virtual Booth 4040 • Virtual Product 1980



- 5 port & 9 port Ethernet 10/100 Switches
- Industrial as well as Commercial Ruggedness
- Product stability suitable for System Integrators & OEMs
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San Jose, CA 95135 Fax: (408) 297-8701 EMAIL: sales@bravobravo.com

Enterprise Ethernet Switch

Virtual Booth 1556 • Virtual Product 0032

\$999



Building a "next generation" network is easier with the IntraCore IC3624PWR - a 24-port 10/100 Power over Ethernet (PoE) L2+ switch. With advanced features and 802.3af PoE power management, the switch simplifies Voice over IP (VoIP) phones, cameras, and wireless



2223 Oakland Rd. San Jose, CA 95131 Phone: (408) 435-8388 Fax: (408) 435-7511 WEB SITE: www.asante.com EMAIL: krichard@asante.com

Secure Ethernet Switch

Virtual Booth 3789 • Virtual Product 1781



Contains powerful authentication and CoS capabilities at industry-leading prices

The IntraCore 36000 Series of Layer 2 Gigabit Ethernet switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.



2223 Old Oakland Road San Jose, CA 95131 Phone: (408) 435-8388 Fax: (408) 435-7511 WEB SITE: www.asante.com

Gigabit Managed Switch Virtual Booth 4065 • Virtual Product 2022

\$299



HotBrick GigaBrick 2600 Layer 2 Managed Switch

The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.



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GBIC Modules

Virtual Booth 3683 • Virtual Product 1250



Transition Networks' GBIC transceiver is a plug-in module and it is hotswappable. It allows for seamless integration of fiber with copper LAN connections wherever GBIC interface slots are available.

- Laser Class 1 Product
- Compliant with 802.3z 1000BaseSX;1000Base LX
- Plug-and-Play module
- Hot-Swappable
- TTL Logic Interface

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LAN Bypass Function

Virtual Booth 164 • Virtual Product 2160



- Fail-safe data transmission achieved by linking inbound & outbound network even when hardware or software fails
- 1GHz VIA Eden Low Power CPU
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- 256MB Memory & Integrated VGA with 8MB Memory • Mini PCI, USB, RS232, Watchdog Timer
- CF Socket, Optional 2.5" HDD Support



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Telephony Appliance Virtual Booth 4038 • Virtual Product 1978



Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS



2730 San Tomas Expressway Phone: (408) 351-7200

Santa Clara, CA 95051 Fax: (408) 727-6430

Telephony Appliance Virtual Booth 4038 • Virtual Product 1977



Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



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Santa Clara, CA 95051 Fax: (408) 727-6430

Voice/Fax Over IP Gateways



Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, tollquality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the

Virtual Booth 29 • Virtual Product 1761



existing data and voice network infrastructure.



2800 Vicksburg Lane N Minneapolis MN 55447 Phone: (763) 553-2075 Fax: (763) 553-1964 WEB SITE: www.modemexpress.com EMAIL: sales@modemexpress.co

VoIP Router

Virtual Booth 3339 • Virtual Product 2241



The Z-Connect router combines a voice gateway and network router in a single device. Simply plug in your analog telephone for instant VoIP capability and connect up to four computers for secure, shared Internet access, Includes up to 150 minutes of ready-to-use, free call time. When you plug in your analog phone, you can begin immediately making local, long-distance and international calls for free.

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Ontario, CA 91761 Fax: (909) 937-0783 EMAIL: sales@soyogroup.com

Four-Channel VolP Gateway

Virtual Booth 3987 • Virtual Product 1920



EVoIP-4010 is a four-channel VoIP gateway in a rackmountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.



1200 Abernathy Road Atlanta, GA 30328 Phone: (770) 512-7174 Phone: (866) 410-3892 Toll Free WEB SITE: www.i2telecom.com

VoIP Management Tools Virtual Booth 3980 • Virtual Product 1994



Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.



7470 New Technology Way Ste. E Frederick, MD 21703 Phone: (301) 846-0020 Fax: (301) 846-0065 WEB SITE: www.govia.com EMAIL: sales@qovia.com

VoIP Systems Virtual Booth 3787 • Virtual Product 1553

Page 59



The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.



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Turnkey VoIP Solution Virtual Booth 3970 • Virtual Product 1886

Multiservice Networks

The convergence of voice, video and data is here today. GTP Voice™ is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. Our solutions feature:

- Desktop and wireless LAN IP phones
- Centralized, server-based call processing with Cisco Call Manager
- Integrated voice & email messaging using Cisco Unity
- Gateways to public telephone networks & legacy PBXs
- · Automated call distribution & interactive voice response for call centers based on Cisco IPCC Express



420 Lexington Avenue, Suite 24 New York, NY 10170 Phone: (212) 972-6200 Fax: (212) 972-6201 WEB SITE: www.greenwichtech.com EMAIL: sales@greenwichtech.com

VoIP Solutions

Virtual Booth 3959 • Virtual Product 1874





Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the awarding winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.



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VoIP/PSTN Phone System

Virtual Booth 4051 • Virtual Product 1996



TalkSwitch, Centrepoint Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.



1545 Carling Ave. Suite 510 Ottawa, ON, Canada K1Z 8P9 Phone: 888-332-9322 x 301 Fax: (613) 725-2898 WEB SITE: www.talkswitch.com

VoIP Across NAT Firewalls

Virtual Booth 3722 • Virtual Product 1400

Starting at \$12,000



PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control



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OEM VolP Appliance Virtual Booth 1351 • Virtual Product 1763



Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- Low power and fanless 300MHz processor
- · On-board compact flash slot for IDE solution VGA/ KB/Ethernet/Serial ports/PC-104 expansion
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Switched Video

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Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization. The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.



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Broadband Wireless Access

Virtual Booth 4079 • Virtual Product 2041



- 5.8GHz frequency band & data rates up to 72 Mbps
- Highest power OFDM radio
- for NLOS operation
- 400mW output radio extends 5.8GHz ranges to unprecedented distances
- Digital baseband, radio & antenna combined into a single, weatherized outdoor system with PoE support
- Achieves near or non-lineof-sight (NLOS) links
- · Wire-speed, secure connections w/AES encryption

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Last Mile Connectivity

Virtual Booth 3942 • Virtual Product 1835



The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

- Data Speeds: up to 1.25 Gbps from T1/E1 to Gigabit Max. distance: up to 4 km (2.5 Miles)
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Turnkey Wireless Solution Virtual Booth 3962 • Virtual Product 1878



Ideal Alternative to Multiple T1s or Fiber-Optic

- 6 to 9 months ROI
- 99.99% reliability Unaffected by weather · Typically installed within 2 weeks in the USA
- You own the connection No monthly payments
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IP Digital Radio Link Virtual Booth 3838 • Virtual Product 1635



Velox LE IP

License-exempt carrier class IP backhaul solution, ideal for VoIP and low-latency applications.

- 90Mbps Ethernet
- 2.4 and 5.8GHz bands
- Point-and-click frequency selection
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Embedded Wireless

Virtual Booth 3967 • Virtual Product 1883



The EM2420 radio solution is the ideal, best in class communications product for a wide array of low-cost, powerefficient, low data rate applications. It comprises multiple microcontroller interface, reference designs and the ground breaking EmberNet embedded networking software. It is designed to comply with the IEEE 802.15.4 short-range wireless standard and easy over-the-air upgrade.



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EMAIL: sales@ember.com

WLAN Access Point

Virtual Booth 3761 • Virtual Product 1525



BeaconPoint™ dual band-access points provide radio frequency $^{\mbox{\tiny RF}}$ coverage anywhere that wireless service is required on the BeaconWorks™ wireless network. BeaconPoint's plug-&-play technology greatly simplifies the installation process, simply plug it into the network and it automatically discovers the appropriate BeaconMasters wireless router and is automatically added to the network.



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Wireless Networking System Virtual Booth 3907 • Virtual Product 1778



Access/One Network by Strix Systems

- Mesh Networking: Self-configuring, self-tuning, and
- True wireless: No wires, even to the Access/One nodes
- Manageable: System level management from a single point · Secure: Advanced tools to authenticate, encrypt, & monitor
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Secure 802.11b/802.11g AP Virtual Booth 3709 • Virtual Product 1312



- Integrated 802.11b & 802.11g WLAN access point
- · Integrated antivirus, firewall, VPN, content filtering & intrusion detection & prevention services to both wireless & wired connections
- Ideal solution for small businesses, enterprise remote offices, retail stores and broadband telecommuter sites



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Wireless Router

Virtual Booth 2909 • Virtual Product 1273



ZFS1104WE - Wireless 802.11 Router w/ built-in access point and integrated four-port 10/100Mbps switch Excellent range, Fully backward compatible, Interoperability, Flexibility...more! 802.11b&g/128-bit Encryption/Firewall/NAT/ Web-based Management



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Wireless Solution

Virtual Booth 4026 • Virtual Product 2161



eGig's powerful line of Wireless-G products offer speeds 5 times faster than traditional 11b wireless and improved range. Now you can play video, copy files, print, and access the Internet with complete mobility and no wires. They even work with standard 802.11g (up to 54Mbps) and 802.11b (up to 11Mbps) wireless products. For complete networking solutions, contact eGig today.



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WLAN Router

Virtual Booth 3761 • Virtual Product 1526



BeaconMaster™ WLAN Router

BeaconMaster controllers are high-performance platforms that provide centralized intelligence for the Chantry WLAN solution. Each BeaconMaster is a full-functioning router that aggregates all access points-BeaconPoints as well as third-party access points-into what appears as individual, centrally managed IP subnets to the rest of the network.



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WLAN Switching System Virtual Booth 3712



Aruba 5000 - Modular Corporate Campus Wi-Fi Switch Aruba 2400 - Regional Headquarters Wi-Fi Switch Aruba 800 - Branch Office Wi-Fi Switch

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Wireless Outdoor Bridge Virtual Booth 4048 • Virtual Product 1990

The EasyBRIDGE 11 seamlessly connects LANs across multiple buildings thereby eliminating expensive recurring leased line fees. The result is a carrier quality connection that pays for itself in less than a year, or even sooner with replacing multiple leased lines. Featuring low cost cabling, easy installation, rapid scalability, and seamless integration into existing Ethernet networks, the EasyBRIDGE 11 enables immediate deployment while ensuring maximum cost efficiency. Using Direct Sequence Spread Spectrum technology in the 2.4GHz license-free band, the EasyBRIDGE 11 is ideally suited for superior building-tobuilding connectivity in co-located fixed LAN environments.



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Outdoor Mesh Router

Virtual Booth 3982 • Virtual Product 1907



- Wireless mesh network creates a wireless backhaul eliminating the need for trenching & cable pulling
- · Robust self-forming, selfhealing mesh technology provides redundant links & overcomes line-of-sight
- 200mW radio covers distances up to two miles
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Wireless LAN Analyzer Virtual Booth 3836 • Virtual Product 2223



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Wireless LAN Security Virtual Booth 3663 • Virtual Product 1224

\$4,205



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Wireless Security Gateway Virtual Booth 3786 • Virtual Product 1551



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WLAN Security Appliance Virtual Booth 3841 • Virtual Product 1636



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WLAN Security System Virtual Booth 3690 • Virtual Product 1254



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WLAN Intrusion Protection

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PANDUIT Angled Patch Panels manage high-density network applications in up to one-fourth the area of conventional cable management systems. Angled Patch Panels facilitate proper bend radius of each cable as it is routed directly into a vertical cable manager, eliminating the need for horizontal cable managers. PANDUIT offers angled solutions for all high-density installations:

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PCI Expansion System Virtual Booth 3744 • Virtual Product 1454



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Virtual Booth 4025 • Virtual Product 1964



The Dolphin D341/D342 CompactPCI-SCI Adapter Cards are general purpose interfaces for connecting cPCI-based systems through SCI (Scalable Coherent Interface) links, and provide a transparent memory-mapped link. The adapters are used in applications such as computer clusters, reflective memory, system area networks, networking, I/O, fat pipes and for bus bridging.



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Space Saving 1U Chassis

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- Model: GHI-106
- Dimensions: 483 (W) x 44 (H) x 220 (D) mm
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- · Accept Intel's SE7221BK1-E motherboard
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USB-To-802.11b Adapter

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The Wavespeed™/LAN USB-to-802.11b wireless LAN adapter offers an easy way to add a PC, laptop or thin client to the network. It combines the ease and reliability of Plug and Play USB connectivity with the flexibility of wireless networking. Wavespeed/LAN is fully powered by the USB bus and is compatible with the full range of Windows® OS, including Windows NT® and Windows CE.



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Wacom's Cintiq 18SX and 15X interactive pen displays combine the advantages of an LCD monitor with the control, comfort, and productivity of Wacom's patented cordless, battery-free tablet technology. By working directly on the screen, you navigate much more quickly and naturally. Both products enable you to adjust the incline to your liking, and the 18SX stand allows you to rotate your work surface.



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2U True Redundant PS

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- Model No. TC-xxxR2U (350w/400w/460w)
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- I-Star 2U Size Redundant Power Supply
- I-Star Hot-Swappable modules with ZERO downtime
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Virtual Booth 3881 • Virtual Product 2055



- Model: MPI-806H
- Universal Input Switching Power Supply
- 80W with 8.6 CFM forced air, 60W conventional cooling
- ATX output, remote ON/OFF, PG/PF Signal
- Compact Size: 3x5x1.5" (WxLxH)
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SSL/TLS Security Solution Virtual Booth 4169 • Virtual Product 2159



The BN1010 is the world's first SSL/TLS security NIC that is completely self-contained and manages all facets of SSL processing on a single PCI card. The BN1010 couples powerful simplicity and uncompromised performance with fortified protection. The BN1010 handles up to 10,000 SSL/TLS transactions per second (TPS) and maintains up to 100,000 simultaneous connections.



12401 Research Blvd. - Bldg 2 #275 Austin, TX 78759 Phone: (512) 250-2129 Fax: (512) 250-9068 WEB SITE: www.britestream.com EMAIL: info@britestream.com

4-Port RS-422/485 PCI Card

Virtual Booth 2341 • Virtual Product 1946



- Four (4) 9-pin ports with baud rate from 75 to 921Kbps
- 16C650-32byte FIFOs+SW adjustable 8-128Kbyte FIFOs
- Auto detection between RS-422 & 485 connections • 600W Surge & 2.5KV Isolation protection
- Works with 32 & 64-bit PCI slot
- Industrial strength & reliability w/ transmission of 4000 ft
- Windows® 3.x/9x/Me/NT 4.0/2000/XP/2003, Linux, DOS



9314 Norwalk Blvd. Santa Fe Springs, CA 90670-2534 Phone: (562) 699-5340 Fax: (562) 699-0795 WEB SITE: www.koutech.com EMAIL: sales@koutech.com

RAID Controller

Virtual Booth 3121 • Virtual Product 1342



The Ultimate RAID Solution - ACS-8990 RAID Controller RAID controller that utilizes SCSI host performance & leverage with the cost effectiveness of SATA & PATA IDE drives.

- U320 SCSI/2Gb Fibre to SATA RAID Controller
- RAID Level: RAID 0, 1+0, 3, 5, 30, 50
- Operating System: OS Independent & Host Transparent
- CPU: Intel i80321 64-bit, 600MHz RISC microprocessor

46710 Fremont Blvd. Phone: (866) 277-5888 WEB SITE: www.accusysusa.com/

Fremont, CA 94538 Fax: (510) 661-9800 EMAIL: sales@accusysusa.com

SATA RAID Adapter

Virtual Booth 4129 • Virtual Product 2104



4-Port Enhanced Serial ATA 1.5G RAID 0/1/10

Solution for workstations and entry-level servers requiring data protection (RAID 1/10) or performance (RAID 0) • Supports Native Command Queuing and Tagged Command Queuing for better performance • Combine with SuperSwap 1100 or SuperSwap 4100 for an advanced internal storage system • Disk Activity LED Headers



580 Cottonwood Drive Milpitas, CA 95035 Phone: (408) 228-1400 Fax: (408) 228-0730 WEB SITE: www.promise.com EMAIL: sales@promise.com

Serial ATA II HBA

Virtual Booth 2885 • Virtual Product 2134



- Four 3Gbps Serial ATA Ports
- Hardware RAID 0, 1, 0+1
- Hardware Queuing
- PCI-X Bus Interface
- Low Profile Format • BIOS Configuration Utility
- Windows 2000/2003/XP/Linux



2052 Alton Parkway Irvine, CA 92606 Phone: (949) 252-1111 Fax: (949) 252-9397 WEB SITE: www.pacificdigital.com EMAIL: sales@pacificdigital.com

SATA Card Family

Virtual Booth 4201 • Virtual Product 2250



16-port I/O processor-based SATA RAID controller brings advanced Serial ATA features and data protection to midrange servers and workgroups using low-cost SATA drives. Supporting RAID levels 0, 1, 5, 10, 50 and JBOD, plus disk hot plug and advanced RAID features, this is an ideal cost-effective solution for applications where high levels of sustained read and write performance are required.



691 S. Milpitas Blvd Milpitas, CA 95035 Phone: (408) 945-8600 Fax: (408) 945-8601 WEB SITE: www.adaptec.com EMAIL: sales@adaptec.com

SCSI RAID Controller

Virtual Booth 4201 • Virtual Product 2251



Provides a number of advanced features for entry-level and mid-range servers, such as full capacity utilization of mixed size drives. Features Ultra320 SCSI and data transfer rates up to 320 MBps. New technology to optimize Ultra320 performance, maximizing bus utilization and minimizing command overhead as multiple commands are transferred in a single connection and at higher speeds.



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FC Storage Adapters

Virtual Booth 3814 • Virtual Product 1605



Starting at **\$695**

Celerity FC 2-Gigabit Fibre Channel storage adapters are designed to satisfy the needs of host systems and fabric devices. Featuring Advanced Data Streaming (ADS™) Technology, Celerity FC provides faster and more efficient transfers, thus maximizing ROI. Capabilities like an integrated hub design and Integrated Offload Processing Center (IOPC) provide connectivity and scalability options.



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Fibre Channel HBAs

Virtual Booth 4049 • Virtual Product 1992





Tested, Proven, Supported!

Buy the leading HBA brand from the vendor of choice for most major OEMs. SANblade 2Gb host bus adapters provide fast, reliable and efficient data flow without bottlenecks. Available in PCI-X, cPCI, SBus and PCI Express models.



26650 Aliso Viejo Parkway Aliso Viejo, CA 92656 Fax: (949) 389-6009 WEB SITE: www.qlogic.com

4 Gb/s Fibre Channel HBAs

Virtual Booth 4142 • Virtual Product 2117



The Emulex LightPulse™ LP11000 HBA Family:

- Full bandwidth support at 4Gb/s Fibre Channel speed • Auto speed negotiation-integrates into existing 1Gb/s
- and 2Gb/s Fibre Channel SANs
- Firmware-upgradeable architecture
- PCI-X 2.0 mode 2, 266MHz bus compatibility
- Single/dual channel PCI-X 2.0 to 4Gb Fibre Channel model



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iSCSI Accelerator Virtual Booth 3978 • Virtual Product 1899



For the fastest, easiest to use and most affordable iSCSI Controller, try the Alacritech SES1001 iSCSI Accelerator -the only product that accelerates the Microsoft iSCSI Software Initiator. Based on Alacritech's proven SLIC Technology®, the basis of industry-accepted TCP/IP Offload Engine (TOE) solutions, the SES 1001 delivers unsurpassed iSCSI performance and efficiency.



Phone: (877) 338-7542 WEB SITE: www.alacritech.com

San Jose, CA 95112 Fax: (408) 436-0114 EMAIL: sales@alacritech.com

Server I/O Accelerator

Virtual Booth 3662 • Virtual Product 1223



TiGiJet™ accelerators (Solid State: 2-6GB) eliminate I/O bottlenecks and dramatically improve the performance, scalability and ROI of enterprise-class applications.

- Accelerate MS SQL & Oracle performance up to 2300%.
- Increase scalability of Citrix servers by 100% to 300%.
- SCSI device that is application and OS independent.



8000 Towers Crescent Dr. # 100 Vienna, VA 22182 Phone: (703) 462-2550 Fax: (703) 462-2559 WEB SITE: www.tigicorp.com EMAIL: sales@tigicorp.com

Bar Code Scanner

Virtual Booth 3930 • Virtual Product 1815



LaserLite Pro combines a laser scanner and Touch Memory button reader with an alphanumeric keypad. An LCD screen, 256KB RAM, convenient one-handed operation, and lightweight metal housing makes the LaserLite Pro ideal for inventory, shipping and receiving, order entry, and any other data collection application.

Call for Pricing



1105 Northeast Circle Boulevard Corvallis, OR 97330 Phone: (541) 758-0521 Fax: (541) 752-5285 WEB SITE: www.videx.com EMAIL: sales@videx.com

Data Collection

Virtual Booth 216 • Virtual Product 1584



Symbol PDT 6846

Features & Benefits • 46-Key Alphanumeric

- **DOS-based Architecture** Forward Scanning
- Ergonomics-comfortable

Ryzex sells, services, rents, buys and repairs all major brands of barcode data collection equipment.



4600 Ryzex Way Bellingham, WA 98226 Phone: (800) 277-3172 Fax: (360) 734-0955 WEBSITE: www.ryzex.com EMAIL: info@ryzex.com







Palm Pilot With Scanner

Vitual Booth 4190 • Virtual Product 2212



Starting at \$995

The SPT 1800 Series of handheld computers offers an advanced Palm Powered solution for your mobile workforce. This family of rugged mobile computers combines integrated scanning with the Palm OS platform. The durable casing of the SPT 1800, combined with integrated bar code scanning, provides the perfect platform for stocktaking, deliveries & all other mobile computing needs.



60 North Avenue, Suite 40 Phone: (800) 722-6374 x228 WEB SITE: www.pcamerica.com

Congers, NY 10920 Fax: (845) 267-3550 EMAIL: sales@pcamerica.com

Data Collection Computer

Virtual Booth 3869 • Virtual Product 1704



The LINX VIII is a powerful data collection alternative for those situations when the familiar look and feel of the MS Windows interface and management tools are desired. Running Microsoft's next generation embedded operating system, CE.NET, the LINX VIII allows you to use your existing Microsoft desktop development skills with off-theshelf Visual Studio .NET to create managed code solutions.



625 Digital Drive, Suite 100 Plano, TX 75075 Phone: (972) 964-7090 Fax: (972) 964-7643 WEB SITE: www.linxdata.com

Remote Server Mgmt.

Virtual Booth 3610 • Virtual Product 1151



Robust and Cost-Effective Global KVM Control

The multiuser SmartView World offers a unique mix of local (server room), regional (office-wide) and global (IP based) server control together with remote power mangement to match the needs of network managers. Integrated extender ports enable control consoles to be located in offices up to 650' away and linked via Cat5/6 cabling.



29 Water Street Newburyport, MA 01950 USA Phone: (888) 932-3337 UK Phone: +44 1954 780044 WEB SITE: www.adder.com

Remote Server Management

Virtual Booth 22 • Virtual Product 1233



UltraMatrix™ Remote

- Connects 1,000 computers to multiple user station over IP
- Secure encrypted operation with computer access control
- High-quality video up to 1,280 x 1,024.
- Advanced visual interface (AVI). Easy to expand. • No need to power down servers to install
- Free lifetime upgrade of firmware. Call for other models



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IP KVM

Virtual Booth 2888 • Virtual Product 988



Kaveman 16 - remote server management unit

- Up to 6 simultaneous, independent users
- Full BIOS level access and remote power cycling ability
- No software installation or additional hardware required
- Uses 128-bit SSL encryption, other specialized security features (compatible with SSH and VPN environments) Non-intrusive as stand-alone external hardware device





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Markham, ON L3R 4Z6 Fax: (905) 513-3111 EMAIL: sales@digitalv6.com

Single-User KVM Switch Virtual Booth 22 • Virtual Product 1237



UltraConsole™

- Connects up to 1,000 computers to a KVM station
- Compatible wtih Windows, Linux, Solaris & other OSes
- Connects to PS/2, Sun, USB, or serial devices
- Security features prevent unauthorized access
- · Full emulation of keyboard and mouse functions for automatic, simultaneous booting. Easy to expand.



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KVM Command Center

Virtual Booth 3710 • Virtual Product 1327



Control an entire network in just 1U rack space-includes keyboard, 15" LCD screen, touchpad and 16-port switching capability

- Tilt-up console, easy-slide drawer
- Two-level password security
- Daisy-chainable with additional KVM switches (model # B022-016) to control up to 512 servers
- Flash upgradeable



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329 WEB SITE:www.tripplite.com/promo/proc EMAIL:info@tripplite

1U/2U LCD Monitor/KB/MS

Virtual Booth 1014 • Virtual Product 231



- 1U/2U Rackmount LCD/Keyboard/Trackball
- 15"or 17" TFT Color LCD
- Trackball or Touchpad
- 6U/8U Panel Mount Available
- Optional KVM Switch Functions



453 Ravendale Drive Mountain View, CA 94043 Phone: (650) 428-0868 Phone: (781) 937-9888 WEB SITE: www.arisecomputer.com

Rack Mounted KVM Drawer

Virtual Booth 22 • Virtual Product 1241



RackView™

- 15", 17", or 19" LCD Panels
- Built-in single or multiple user KVM switch options
- Supports AT/XT, PS/2 and Unix computers
- Front Panel conceals unit when it is not in use • Keyboard available in international variations
- · LCD flat panel and kybrd/trackball can be sold separately



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Rack Mount KVM Switch

Virtual Booth 2945 • Virtual Product 1191



Rack mount LCD/KB/MS KVM Switch

- 1U/2U rack mount TFT LCD monitor keyboard drawer
- 15"/17"/19" TFT color LCD rack mount monitor
- Touchpad mouse or trackball mouse
- 4 / 8 / 16-port KVM switch available • 650mm/600mm/440mm deep options available
- Great Price Quality Service



3270 Seldon Court Unit # 2 Fremont, CA 94539 Phone: (877) 440-0256 Fax: (510) 440-0257 WEB SITE: www.saitekinc.com EMAIL: sales@saitekinc.com

Universal DVI Converter

Virtual Booth 3999 • Virtual Product 1944



DVI, VGA, S-Video, Video image signal to DVI signal

- Input: 1 VGA, 1DVI, 1S-VIDEO, 1VIDEO
- Output: 1 DVI
- Compatible with DVI standard
- Power Supply : DC +12V, Power Consumption: 9W max
- OSD control for various Input Signal
- Supports SXGA, XGA, VGA



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KVM Extenders

Virtual Booth 3610 • Virtual Product 1150



Compact KVM extenders for standalone & high-density rack installations - Convenient remote control of a PC, Mac or KVM at a distance of up to 650' linked via Cat5/6 cabling. Supports PS/2, USB, RS232, dual video & broadcast-quality digital audio. For touch screen, industrial, broadcast, post production, presentation, security, financial services, marine, server mgmt & remote KVM control apps.



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Long-Life Battery

Virtual Booth 4107 • Virtual Product 2077





Power Pad 160 starts at **\$449**

Don't let your need for power keep you grounded - the PowerPad lets you take your work everywhere you need to go, without slowing you down. Leave power cords and electrical outlets behind & stay ahead of the competition. Lightweight and ultra thin, the PowerPad slides into your laptop's carrying case. Plug it in & you're 80% charged in 4 hours. Forget plugs for the rest of the day and night.



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Portable Battery Solution

Virtual Booth 4171 • Virtual Product 2170



The N-Charge™ Power System II is a Saphion® based universal, portable battery designed to power a vast array of mobile electronic devices. With up to 5-10 hours of additional notebook run-time for over 2000 different notebook models and the flexibility to support your cell phone, digital camera, MP3 player and more, the N-Charge™ system is the only power solution you'll ever need!



6504 Bridge Point Parkway Austin, TX 78730 Phone: (888) Valence Fax: (512) 527-2910 WEB SITE: www.valence.com

Rugged Wireless Handheld Virtual Booth 3792 • Virtual Product 1601



- Supports up to 3 integrated radios (WWAN, PAM, WLAN) simultaneously
- Mobility XE™ Seamless Roaming Connectivity
 - Exceeds military standards for drop, shock and water
- IP-67 sealing for dust and water intrusion Single-handed use
- Uses Intel Xscale 400MHz PXA 255 processor 64MB Compact Flash
- Windows CE.NET OS
- 320x240 impact-resistant front-lit color display



801 South Stevens Street Spokane, WA 99204-2654 Phone: (800) 441-1309 Fax: (509) 626-4203 WFB SITE: www.itronix.com

WIN/Linux Mobile Server

Virtual Booth 3170 • Virtual Product 2115



Pricing starts at just over \$7,000

NextCom. Nashua. NH announces FlexPCServer workstation and mobile server with single or dual Intel LV $Xeon^{\text{TM}}$ to 3.06GHZ. Extreme performance. Small footprint. Reconfigurable computing architecture. Serial, USB 2.0 high capacity drives to 500GB. MS Windows 2000 AS, XP Pro, SuSe Enterprise, RedHat, Desktop Linux, Solaris - x86, Win-Ux concurrent or dual boot.



Nashua, NH 03060 Phone: (603) 886-3874 Fax: (603) 886-1736 WEB SITE: www.nextcomputing.com EMAIL: sales@nextcomputing.con

131 Burke Street

Multimedia Notebook Virtual Booth 3927 • Virtual Product 1810



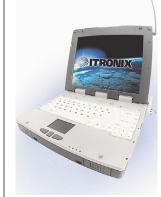
- Intel Processor with Centrino Mobile Technology
- Thin & Light with Semi-Rugged meets Military standard
- Magnesium Alloy casing and Spill Proof Keyboard · Anti-Shock Mounted HDD to protect hard drive data
- ATI Radeon 9700 graphics with 128MB video memory
- Brilliant 15.1 SXGA+ TFT display (res. 1400 x 1050) • Wireless LAN Connectivity with Mini PCI 802.11 b/g



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Rugged Wireless Notebook Virtual Booth 3792 • Virtual Product 1757



GoBook II

- Meets military specifications for ruggedization
- Removable hard drive for security
- Simultaneous support of Wireless WAN, LAN, PAN
- Mobility XE seamless roaming connectivity Itronix iCareTM implemen-
- tation & project mgmt services Wireless upgradeability and investment protection



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High-Performance Notebook Virtual Booth 4180 • Virtual Product 2196

Starting from \$1,699



- Processor: AMD Athlon 64 3200+ for Notebooks
- Operating System: Windows XP Home Edition
- Memory: 512MB PC-3200 DDR400
- Video Card: ATI Mobility Radeon 9700 Pro 128MB
- Hard Drive: 60GB/5400rpm
- Display: 15.4" WXGA 1280x800 TFT
- Optical Drive: 8X DVD-ROM/24X CD-RW



9997 East Rose Hills Road Whittier, CA 90601 Phone: (800) 926-8088 Fax: (562) 695-8923 WEB SITE: www.abspc.com EMAIL: corporatesales@abspc.com

FlexSPARCIII Mobile Server

Virtual Booth 3170 • Virtual Product 1310



Starting price under \$12,300

Mobile Graphics Workstation and Mobile Server

The FlexSPARCIII is targeted at deployable military, aerospace, homeland security, imagery, and EDA applications. FlexSPARCIII is a truly innovative and disruptive technology platform, intended for use as a next-generation 64-bit mission-critical and mission-deployable enterprise open standards computing platform.



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PDA

Virtual Booth 4037 • Virtual Product 1976



PalmOne V PDA

Page 67

- 2MB RAM
- Easily transfer data from your handheld to your PC or Macintosh
- Rechargeable lithium-ion battery

PDAs starting from \$15



39120 Argonaut Way Suite 324 Fremont, CA 94538 Phone: (510) 938-0978 Fax: (510) 217-4118 WEB SITE: www.smarterdeals.com EMAIL: sales@smarterdeals.co

Encryption Device Virtual Booth 4144 • Virtual Product 2120



DiskCrypt provides cross platform compatibility and significant performance improvement over traditional disk encryption software solutions. This hardware based 192Bit Military Standard encryption module encrypts every byte and sector of data written into the hard disk, including (MBR), Operating System, Temp and Swap files. The DiskCrypt is engineered just like an ordinary 2.5" form factor hard disk and can be mounted to the notebook hard disk compartment. GSA Schedule #35F0405P



Mobile Workstations Inc.

6175 NW 167th Street, Ste G-26 Phone: (305) 817-8500 WEB SITE: www.mobileworkstations.net

Miami, FL 33015 Fax: (305) 817-8495 EMAIL: info@mobileworkstations.net

Tablet PC

Virtual Booth 4063 • Virtual Product 2018



\$1,649

Starting Price

M1400 Tablet PC: the industry's best integration of ultra-mobile computing and Microsoft Windows XP functionality.

- The latest Intel Mobile Technologies
- 12.1" XGA TFT display
- View Anywhere[™] display option
- Integrated Fingerprint Reader
- Integrated Bluetooth®
- Speak Anywhere[™] Audio
- · Ambient Light Sensor



8601 RR 2222, Building II Austin, TX 78730 Toll Free: (866) 682-2538 Phone: (512) 637-1100 WEB SITE: www.motioncomputing.com EMAIL: info@motioncomputing.com

19" Versatile LCD

Virtual Booth 3695 • Virtual Product 0032



Retail Price

\$899

environment Unique Active Rotation portrait mode support with-

• FlexScan L795 is ideal in

any business or graphics

- out special software Picture in Picture from two computer sources
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- Slim Bezel Design to save space on your desktop
- USB 2.0 Hub to facilitate high speed connection with other peripherals



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LCD TFT Displays

Virtual Booth 400 • Virtual Product 236



8U 20.1" 1600 x 1200 TFT Display

- Space saving 17", 19" and 20.1" rack mount displays
- USA Manufacturer of a wide variety of TFT products
- Large selection of mounting configurations • 1U, 2U, Panel, Swivel and VESA Mounts

RECORTE

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San Jose, CA 95133 Fax: (408) 729-3661 EMAIL: sales@recortec.com

21" Color Calibration LCD

Virtual Booth 3695 • Virtual Product 1275



- Retail Price
- \$2,899
- ColorEdge CG21 is ideal for digital photography retouch and pre-press printing environments
- Wide color gamut for color matching
- Flexible mounting available VESA standard
- Height adjustable, landscape/portrait monitor stand
- Compatible with GretagMacBeth 10-bit color calibrators Brightness stabilization
- circuitry for consistency



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Dual LCD Monitors

Virtual Booth 4089 • Virtual Product 2052



Starting at \$899

Uniquely designed, fully integrated multiple LCD displays that can increase MAC or PC user productivity up to 50% by managing several sources of information or programs at the same time! DoubleSight provides large monitor real estate in a small footprint at a very affordable cost.

Dual 15", 17" and 19" display monitors are now available.



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Touch Screen LCD Monitor

Virtual Booth 3856 • Virtual Product 1669



This monitor has a viewable area of 17" diagonal and on screen menu controls. The resolution is true 1,280 x 1,024. With a dot pitch of 0.264x0.264mm this monitor has a brightness of 250 cd/m2. Pivotable rated image software is included as well as attachable audio module w/ 2 speakers.



18350 East San Jose Avenue Phone: (800) 686-1890 WEB SITE: www.fujiplus.com

City of Industry, CA 91748 Fax: (626) 935-1885 EMAIL:george@minmaw.com

Touch Screen LCDs

Virtual Booth 3573 • Virtual Product 2060





- · Beautiful new transflective LCD technology
- Low power consumption
- Low heat
- Excellent contrast
- Sizes available from 5.5" to 30"
- Equivalent to 1500+ nit "high-bright" displays • Perfect for Industrial/Marine/Kiosk applications and more



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Color Laser Printer

Virtual Booth 3816 • Virtual Product 1609



Fast, Reliable Workgroup Color Laser Printer

The T8024 color laser printer offers extremely fast, reliable monochrome and color output with its tandem, single-pass technology. At speeds of 26 pages per minute, the T8024 can handle the most demanding workgroup and office requirements. With 1200 x 1200 dpi, the T8024 produces stunningly sharp images and crisp color graphics.



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FINALLY A WAY TO DETECT, ISOLATE, AND ELIMINATE VIRUSES AND WORMS AT THE NETWORK LAYER.



Introducing the industry's first outbreak prevention appliance -- only from Trend Micro.

Deadly viruses and worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™ -the first and only appliance designed to prevent outbreaks at the network layer. Detect, quarantine, and eliminate threats as they occur. Assisted by our award-winning Enterprise Security experts, you'll guickly contain viruses and worms and maintain productivity. Mission accomplished.

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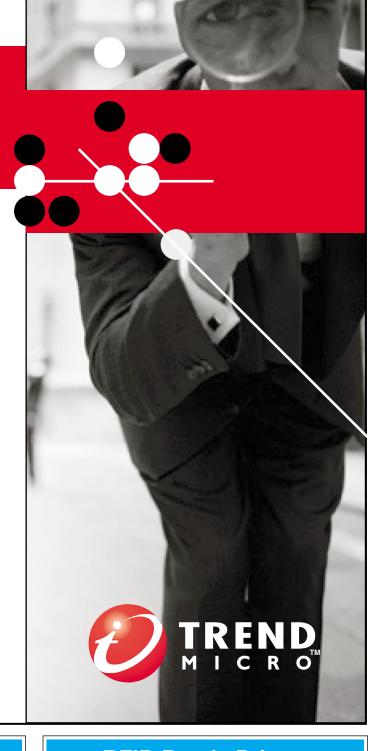








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Large Format Plotters Virtual Booth 3326 • Virtual Product 802



All of our HP Designjet plotters offer your business the ability to produce large print jobs inhouse and avoid costly outsourcing. All new HP plotters offer a complete printing system that is functional for large-format productivity solution for CAD and GIS departments. These printers deliver outstanding line and image quality at top speeds with minimal user intervention



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Serial Matrix Printer

Virtual Booth 3816 • Virtual Product 1610



Flexible and Fast Serial Matrix Printers

The TallyGenicom 3860 and 3880 Serial Matrix Printers offer patented, dual paper handling with auto-switching paper paths. With blazing speeds of up to 960 cps, they deliver worry-free performance in your shared-resource, network printing, or heavy-duty printing applications. Great for bar code printing and multipart forms.



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RFID Ready Printer

Virtual Booth 3708 • Virtual Product 1903



Are You Ready for RFID? With Datamax You Will Be. • All of the benefits and modularity of the I-Class printer.

- A field installable option easily enables RFID encoding when you're ready.
- Allows you to create a printing platform that is as scalable as your operations need it to be.

View free white paper at www.datamaxcorp.com/rfidinfo



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Portable Thermal Printer

Virtual Booth 1864 • Virtual Product 83



The Printek MtP 400 4" Portable Thermal Printer

A rugged, portable thermal printer, it features a version that is the thinnest in its class. It is ideal for printing labels, receipts, maps, and schematics. With a wide range of media options and versatile mounting or carrying configurations, you'll find the MtP 400 is the perfect mobile printing partner for your needs.



1517 Townline Road Benton Harbor, MI 49022 Phone: (888) 211-3400 Fax: (269) 925-8539 WEB SITE: www.printek.com EMAIL:sales@printek.com

Smart RFID Printing

Virtual Booth 4193 • Virtual Product 2214



Smart Label Printers w/a choice of encoding technologies SL5000e MP: AWID multiprotocol encoder, redundant capabilities for EPC Class 0, 0+ and 1 standards, high flexibility and a migration path to future standards. SL5000e C1: Alien Class 1 encoder, capabilities for applications requiring optimized EPC Class 1 standard solution.

Both support a range of label sizes and antenna designs

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Portable PocketJet Printers

Virtual Booth 3951 • Virtual Product 1860



High-quality output, rugged compact design with a low cost of ownership describes the Pentax PocketJet printer. This printer produces crisp text and graphics with an output of 3ppm while weighing less than a pound. Designed to meet the growing needs of mobile workers, this printer can provide printing in any environment without the ongoing cost and hassles of ink.



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HP Laserjet Duplexers Virtual Booth 190 • Virtual Product 1756



We carry duplex assemblies for both 1 and 2-sided printing. Please call or check online to see a complete listing of all the available HP printer parts and assemblies. If we don't have your particular part in stock, we can order it. Please contact us to get the right part for your HP printers.



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Presentation Toolbox

Virtual Booth 4006 • Virtual Product 1952



BOXLIGHT's SP-48z is the ultimate presentation toolbox. Inside you'll find features such as digital zoom and keystone adjustments, which make imaging hassle-free. Projecting 1400 MAX lumens, this SVGA projector delivers brilliant, crisp images in small or medium-sized venues. And with multiple inputs, the full-featured BOXLIGHT SP-48z will help you give powerful multimedia presentations.



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Auto Disc Printer

Virtual Booth 3993 • Virtual Product 1939



The PowerPrinter V is a Full Color, Auto-Loading CD/DVD Printer. Robotically loads and prints up to 100 discs, unattended. Uses high-quality HP ink cartridges available at your local office supplies stores. Overall costs are substantially less than printers requiring proprietary cartridges! Because the printer controls the robotics (different from competition), no special robotic driver software is required.



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Large Format Scanner Virtual Booth 4182 • Virtual Product 2198



Create high quality scans up to 36" wide at the touch of a button with this large format scanning solution from Océ. Patented Océ technology automatically enhances image quality so scans come out right the first time, even with the most difficult originals. The Océ TDS410 scanner converts hardcopy originals into digital files and scans to multiple locations, locally and around the world.



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Mobile Scanning

Virtual Booth 3951 • Virtual Product 1859



Pentax DSmobile® USB, a portable scanner designed to go hand in hand with your portable computing solution while providing the features and capabilities expected from a desktop scanner. Weighing less than 12 ounces and measuring just 11 inches. The DSmobile USB provides everything needed to scan documents from business card size to 8.5 x 14".



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OEM Swift Appliance

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DNS Appliance

Virtual Booth 3062 • Virtual Product 1729

DNSdevil is a DNS appliance that utilizes the proven hardware and software platform of OffMyServer and the solid BIND DNS server to make DNS management a snap.

- Create new zone records using defaults you have set.
- Bulk creation of zones.
- · List Domains per customer.
- List Domains by host. List Domains by registrant
- Find duplicate resource records.
- Find zones with missing resource records.
- Set zone time values in natural language.

All of this running on a rock-solid hardened FreeBSD system with a custom configured kernel designed specifically for the appliance unit and backed by the resources of the OffMyServer award-winning customer support team.



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DNS Network Appliance

Virtual Booth 3933 • Virtual Product 1818



- Plug 'n play, RFC-compliant DNS/DHCP appliance
- Distributed solution for point or enterprise-wide application
- · Advanced security and interoperability
- SNMP-based reporting Integrated DNS/DHCP
- Active Directory Support
- Administration of zones & networks via intuitive web GUI



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Email Server Appliance

Virtual Booth 3879 • Virtual Product 1722

\$2,195 Other Models

Visitech SBMS256 Email Server Appliance

- 2GHz Intel CPU with 256MB RAM and 40GB Hard Drive
- 10/100Mb Network Interface

Available

- Remote Administration via Web Browser
- 256 User Email Accounts with 16 Aliases per User
- 100 Megabytes of Disk Storage per User
- Compatible with Outlook and other POP3 email programs



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Email Gateway Appliance Virtual Booth 4045 • Virtual Product 1987



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Virtual Booth 2875 • Virtual Product 1733



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Network Security Platform

Virtual Booth 3082 • Virtual Product 1799

NSA 1041

NexGate is the next-generation network security appliance platform designed to meet the high demands of a hardware platform, network security box, desktop or firewall for SMB (small to medium business) & corporate network security devices. The new NSA 1041 main features:

- 1U Rack mount Network Security Appliance with Intel® UVL Intel® Celeron Processor 650MHz
- DDR RAM and 4 Ethernet Ports
- 1U rack mount chassis, 650MHz
- One on board Compact Flash Socket • Four 10/100 Base T/TX RJ45 connectors.
- One internal 3.5" HDD bay.
- Support PCI expansion by 32bit/33 MHz PCI riser card



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Network Surveillance Server

Virtual Booth 1329 • Virtual Product 2039



The VioGate offers a fast, convenient way to set up network surveillance. Features Include:

- Modular expansion with Web-based control interface
- Supports many storage devices including PPPoE & DDNS
- IP security settings
- Reboot remote control
- Time-base or event driven video playback



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VoIP Development Platforms Virtual Booth 3744 • Virtual Product 1922





If you are developing Voice-over-IP gateways or IP media servers, Channel Access and NMS Communications present VoicePac 6000, a complete low cost development system combining a full-featured Windows Server and a high-powered DSP engine for voice processing. MiniTower and 1U/2U rackmount configurations available.



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Secure Web Server Solution

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IT In A Box

Virtual Booth 4047 • Virtual Product 1989



The IT IN A BOX integrates a switch, router, email server, file server, a wireless LAN access point and much more into a single, small device. The easy to use system does not require a highly trained administrator. The solution gives the small business the ability to employ IT functions at low cost--one could purchase two IT IN A BOX units for less than the cost of a typical network.



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XML Accelerator

Virtual Booth 3825 • Virtual Product 1620

List price \$35,000



The XA35 XML Accelerator is a 1U (1.75" thick) rackmountable network device specifically designed to accelerate XML and XSLT processing. It is the world's only network device that is able to terminate network protocols such as TCP and SSL while simultaneously processing application layer data such as XML and XSLT at wirespeed.



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CMS-4U XEON Blade Server

Virtual Booth 3794 • Virtual Product 1561



\$7,995

Special Web Promotion for Basic Configuration starting from two server blades

- 12 Dual Xeon Server Blades in 4U chassis
- Most MIPS per square inch
- Redundant Ethernet switches with 16 GE ports
- 50% less power & heat per server

• Two 10GE uplinks

 Native Diskless boot over iSCSI · No-tool field upgradeable components



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Dual Xeon Blade Server

Virtual Booth 3783 • Virtual Product 1587



TUD-4010 High-Performance Blade Server

- 4U/10 Dual Xeon Processor PCI-X Server Blades
- High Density with Low Power Consumption • Up to 200 Xeon Processors per 42" Rack
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Linux Beowulf Clusters

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Aspen Systems' Linux-based Beowulf clusters utilize the highest quality hardware and software to provide you with the highest performing system possible. We provide custom configuration of Beowulf clusters with a choice of processors and connectivity for your performance needs. Aspen Systems' complete management package provides unprecedented support and service industrywide.



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Dual Opteron Server
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TS-1881 Dual Opteron Rack mount 1U Server

- Dual 64-bit AMD Opteron Processors / Dual Gigabit LAN
- Up to 16GB ECC Registered Memory • 2 Hot-Swappable SCSI HDD. 1 x Slim CD-ROM
- 2 x PCI-X Slots, 4 x USB, 1 x COM, 1 x VGA
- 1 x IPMI 1.5 Module (Optional)
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Dual Opteron Server Virtual Booth 2899 • Virtual Product 1583



Dual AMD Opteron

- 1U with 4 Front-Removable Hot-Swap Bays
- 1 of 2 AMD Opteron 240 • 512 MB DDR ECC (Upgradeable)
- 1 x 18 GB SCSI
- Gigabit LAN, Front USB 2.0
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1U Quad Opteron Server Virtual Booth 3062 • Virtual Product 1728



1U with 27.5 inch deep enterprise server powered by Quad AMD OpteronT. Breakthrough-in-compactness cooling system, supports AMDR Quad-Opteron up to 850+ system under 45-degree C temperature, 2 internal or hot swap IDE/SATA/SCSI drive capacity reaches the maximum storage devices. Strongest 1U server platform in the market. AMD QUAD OPTERON is available in 1U/2U/3U/4U & 5U



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SATA Workstations

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The 1st SATA RAID 5 **Hot-swap Midtower** Chassis in the World!

- Dual Intel Xeon processors up to 3.06GHz
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1U Server Appliance Virtual Booth 3437 • Virtual Product 1585



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1U P4 SCSI RAID Server

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- Up to 8 Hot Swap SCSI Drives
- Slim CD and Slim FDD
- Single or Dual Channel configurable
- JBOD or RAID
- Dimension : 19" x 1.75" x 25.6", WxHxD

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4U Rack Mount Server

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- Choices of 20-Slot Passive Backplanes with up to 16 ISA or 18 PCI Slots
- Pentium 4 Based SBC with Integrated Video & 10/100 Mbps Network Adapter(s)
- Dual (N+1) 300W or Dual (N+1) 600W. 110V/60Hz; 230V/50Hz - Also available 1U to 12U Chassis

ProRACK 4700 - Call for custom configuration & quote



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P4 / PCIX Server

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- Two Hot-Swap SATA Drive Bays with RAID 0,1
- Intel® P4 processor (Socket 478, 533/800MHz FSB)
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- Max. 4GB Unbuffered memory in 4 DIMM Slots
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1U Dual Xeon/RAID Server

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- ACARD® ATP867 controller Supports RAID 0, 1, 0+1
- Intel® E7501, ICH3-S, P64H2*2, ATI® Rage XL 8MB Dual Intel® Xeon™ Processors with 512KB L2 Cache
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Mainframe Server Solutions

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Intel® E7501 Chipset Virtual Booth 2274 • Virtual Product 1909



- Supports Dual Socket 604 Xeon™ PCI-X CPU card or LV Xeon[™] Up to 3.06GHz, 533MHz FSB
- DDR DIMM x 4, max. 8GB DDR, Dual Channel, Reg. ECC
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- Dual Intel 82546EB Gigabit LAN • PCI-X slots, 4 x SATA ports
- Model IB910



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The Zendex ZXE/104P, a USB2.0/FireWire/Ethernet (10/100Mbits/s) add-on combo card for any PC/104 or PC/104+ application, provides three types of high-speed ports for the price of just one. It is useful for applications with numerous optional peripheral devices or for systems that may require peripheral field-upgrades.



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Dual-Xeon PCI-X SBC

Virtual Booth 164 • Virtual Product 2136



Industrial Full-size PICMG SBC

- Dual Intel® Xeon/LV Xeon Processors
- ATI Mobility M7 VGA, Embedded 32MB • Intel® 82546EB Dual-Port Gigabit Ethernet
- 4 Ports SATA Connectors • Supports ISA High Drive • 10 Layers CPU Board

Retail Price \$1296

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Virtual Tape Library Appliance Virtual Booth 3723 • Virtual Product 1445



The VTL Standard Edition Appliance, powered by IPStor®, is a turnkey solution that accelerates backup, enables rapid recovery, and consolidates management and provisioning of backup resources. It seamlessly accelerates the speed of existing third-party backup applications by using external disks to emulate industry-standard tape libraries.



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Disk-To-Disk Appliance
Virtual Booth 3420 • Virtual Product 1633

iStoRATM 4000 Disk-to-Disk-to-Tape Appliance

Disk-to-Disk-to-Tape (D2D2T); Network file replication; Migration to tape for archive; Seamless retrieval from disk or tape. Integrates up to 1.5TB of Serial ATA disk; up to 3TB of uncompressed removable tape storage in a 1x10 autoloader; Intel server motherboard with Gigabit-Ethernet connectivity; single 4U-high rack mountable enclosure.



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Backup/Archiving Appliance Virtual Booth 3837 • Virtual Product 1631



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- Multiple configurations (including 1U, 2U): 240GB to 4TB
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Virtual Tape Library Virtual Booth 3697 • Virtual Product 1280



- Leverages the FC or IP protocol to transfer & restore data from a disk-based virtual tape at ultra-high speeds
- Connects to SCSI and Fibre Channel backup devices
- Eliminates per server software licensing/management & also media/mechancal failue during backup/restore ops
- Add a tape library w/o changing backup software Automate tape mirroring and vaulting



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February 4, 2005

Disk-To-Disk Backup

Virtual Booth 2919 • Virtual Product 193

\$599 MSRP



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- No software drivers or IRQs required
- Hot swappable backup
- Expandable storage
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Tape Backup Encryption Virtual Booth 3732 • Virtual Product 1438



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- High-speed tape backup encryption and compression
- Transparent to operating system SCSI or Fibre Channel interfaces
- No software drivers required
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Virtual Tape Controller

Virtual Booth 3914 • Virtual Product 1783



The Mainframe Appliance for Storage (MAS) is a virtual tape controller for IBM System/390 and compatible mainframes, which uses open-system storage devices (SAN, NAS or SCSI) to store and retrieve mainframe tape data sets. The MAS provides improved Business Continuance through faster recovery of data and helps satisfy new SEC compliance guidelines.



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Tape Cleaner/Inspector

Virtual Booth 3734 • Virtual Product 1439

\$15,745 SDLT Autoloader (includes physical defects scanner)



- Cleans, retensions & optically scans DLT, SDLT & LTO tape cartridges
- 200 inch-per-second operation (3-4 minute process time) • Automatically advancing tissue cleans both sides of tape
- Most advanced optical inspector system available
- · Minimizes head wear and greatly reduces dropouts
- 10-cartridge autoloader and magnetic testing available



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Tape Degausser Virtual Booth 4136 • Virtual Product 2110

\$975



The MDS-4 Media Degausser is designed to handle all formats of cassettes and tape reels up to 16 inches in diameter. The MDS-4 operates continuously without overheating in the low field strength setting and intermittently in the high field strength setting. The MDS-4 can erase tapes with coercivities up to 950 oersteds with widths up to 1 inch and 1500 oersted tapes with widths up to 8mm.



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Media / Disk Degausser Virtual Booth 4138 • Virtual Product 2111



- Erase your magnetic tapes and hard disks
- Comply with Privacy Act Regulations (HIPAA, GLBA) for media reuse and disposal
- Meet NSA standards for complete erasure of magnetic tape and hard disk
- Legally prove due diligence for media reuse and disposal by meeting D.o.D. standards
- Sanitize information
- securely, quickly and safely Save money and time



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Data Storage Solutions Virtual Booth 3932 • Virtual Product 1817



Quantum L-Series SuperLoader

- Unbeatable data density, capacity and performance in a 2U rack mount form factor
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- Insert or remove any cartridge, without system interruption MPAK Technologies, Inc. offers top-of-the-line RAID, D2D & D2D2T Solutions.



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- Remote Management Three Year Warranty
- Trade-up program
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Rack Mount Library Virtual Booth 3817 • Virtual Product 1612





301897-B22

The HP MSL5030 defines a new segment in the mid range automation segment, with high availability features normally found on enterprise libraries. Multi unit scalability allows the library to grow with your performance and capacity requirements. The MSL5030 leads the industry in storage density with 2 Ultrium drives and 30 slots in a 5U design.



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6x100 DLT/LTO Library

Virtual Booth 3420 • Virtual Product 950



Need more capacity, but still want to use DLT and LTO technologies? 100-PAk provides up to 22TB of data storage capacity using 6 drives and 100 tapes. Data center backup. 6x100 with SDLT320, LTO-1, LTO-2 10 TB to 20TB. 1-slot mailbox for media management; hot swap drives; power on to ready in under 80 seconds Drives supported: DLT-8000; SDLT-220/320; LTO-1/LTO-2



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Virtual Booth 4061 • Virtual Product 2013



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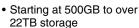
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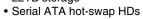
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SATA RAID Storage

Virtual Booth 188 • Virtual Product 499



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Intelligent FC-FC Storage Virtual Booth 3656 • Virtual Product 1218



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EMC²



EMC CLARIION CX300

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4 Terabyte SAN Bundle Virtual Booth 374 • Virtual Product 1204



Storage Area Network Bundle Includes:

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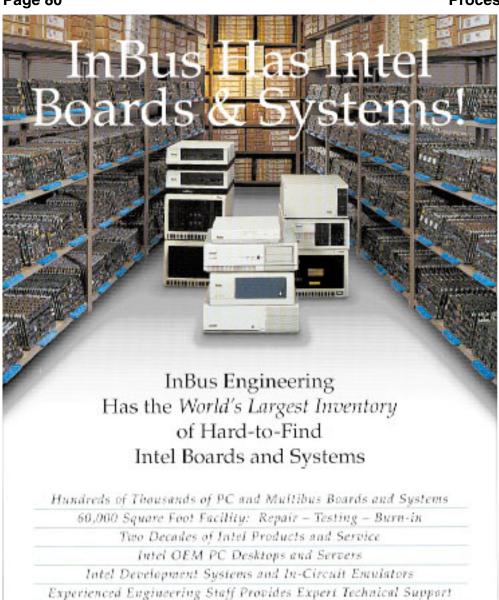




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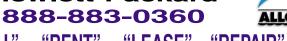
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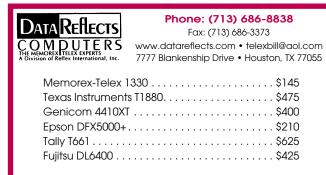
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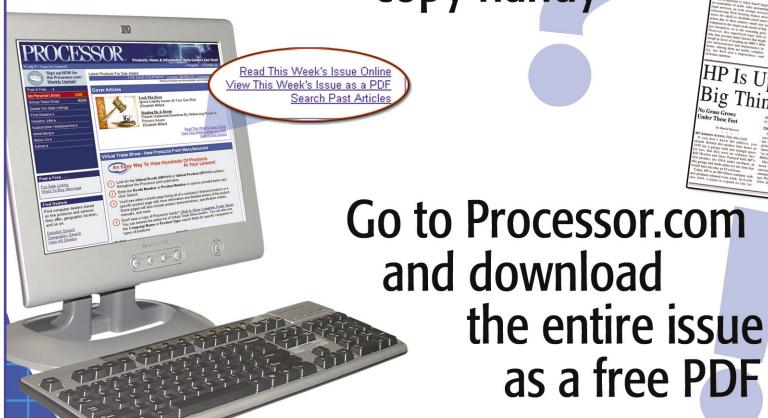
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- · 2 x 1" Hot-swap SATA drive bays
- · Integrated ATI Rage XL SVGA PCI video controller
- 1 x Intel 82541 Gigabit, 1X Intel 82551QM 10/100M
- · RAID 0, 1 supported

SD1-1204i

High performance 1U dual Xeon server perfect for space sensitive businesses requiring the most power and scalability

2U Database Server



SD2-1204C Cost effective storage in a convenient

- Intel Xeon Processor 2.80GHz 533 FSB
- · 2U Chassis with redundant 400W power supply
- Supermicro X5DP8-G2 server board with E7501
- Kingston 512MB PC2100 DDR 266 ECC Reg.
- Seagate 36GB SCSI 10K RPM U320 SCA hard
- 6 x 1" hot-swap Ultra320/160 SCSI drive bays
- · ATI Rage XL SVGA PCI video controller with 8 MB of video memory
- Dual Intel 82546EB Gigabit Ethernet ports
- Support for Zero-Channel RAID with Adaptec 2010S ZCR card (card NOT included)

3U Storage Server



SD3-1204C Excellent scalable hybrid SATA storage server with dual processors

· Intel Xeon Processors 2.80GHz 800 FSB 1MB

- · Intel Extended Memory 64 Technology
- · 3U Chassis with 460W power supply
- · Intel SE7320SP2 server board with E7320 chipset
- · Kingston 512MB PC2100 DDR 266 ECC Reg. RAM
- · 3Ware 12-port SATA controller card
- · Western Digital 250GB 7200RPM hot-swap SATA drive with 8MB cache
- 12 x 1" hot-swap SATA drive bays
- · ATI Rage XL SVGA PCI video controller with 8 MB of video memory
- · Single Gigabit LAN

4U Enterprise Server



SD4-1301S Easily scalable storage solution with

hot-swap functionality for growing businesses

- · Intel Xeon Processor 3.0GHz 533 FSB
- · 4U Chenbro RM414 SATA chassis with 460W redundant power supply
- Supermicro X5DPE-G2 server board with Intel E7501 chipset
- Kingston 512MB PC2100 DDR 266 ECC Reg. RAM
- 3Ware 8-port SATA controller card
- Western Digital 250GB 7200RPM hot-swap SATA drive with 8MB cache
- 16 x 1" hot-swap SATA drive bays
- Dual Intel 82546EB Gigabit Ethernet ports

5U Advanced Storage Server



SD5-1201A

Storage server with 24 hot-swap hard disk bays suitable for 6TB of pure data storage capacity

- · Intel Xeon Processor 3.0GHz 533 FSB
- 5U Rackmount chassis with 950W triple redundant power supply
- · Supermicro X5DPE-G2 server board with Intel E7501 chipset
- Kingston 1024MB PC2100 DDR 266 ECC Reg. RAM
- · 3Ware 12-port SATA controller card
- · Western Digital 250GB 7200RPM hot-swap SATA drive with 8MB cache
- 24 x 1" hot-swap SATA drive bays
- Dual Intel 82546EB Gigabit Ethernet ports



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